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# THE NATIONAL NURSERYMAN



JANUARY 1922

Published Monthly at Hatboro, Penna., U. S. A., in behalf of the Trade Interests of Nurserymen, Seedsmen and Plant Growers in General

## THE MONROE NURSERY

Established 1847.

Offers a Fine Stock of  
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FRUIT AND ORNAMENTAL  
TREES AND SHRUBS**

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Graft and Stock Planter and Firmer

## Strawberry Plants Everbearing and Standard

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We can supply you healthy true-to-name, well-rooted plants. Fresh dug every day. Can ship to you or direct to your customers. Let us handle your Strawberry plant business this year. Our plants please our customers. They will please yours. Write for trade prices.

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We can offer French Stock for direct shipment  
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## MOUNT ARBOR NURSERIES

E. S. WELCH, Pres.

SHENANDOAH, IOWA.

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**WE  
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IT**

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**ORNAMENTALS**

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**FRENCH MANETTI**

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MANCHESTER, CONNECTICUT

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Budded Field Grown  
of the Better Kind

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New Brunswick, N. J.

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**Spring 1922**

**STRAWBERRY PLANTS**

**RASPBERRY PLANTS**

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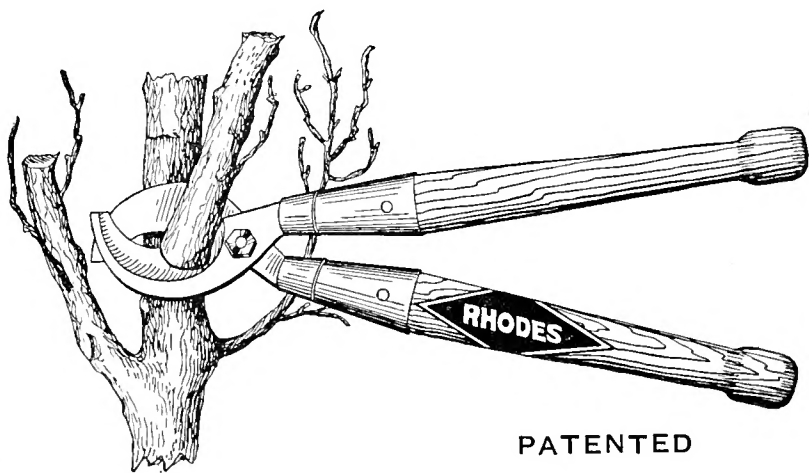
**COLLECTORS OF TREE SEEDS**

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**THE**  
**North-Eastern Forestry Co.**  
**CHESHIRE**  
**...Connecticut...**

Subscribers to "Nurserymen's Fund for Market Development."

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The finest cutting and best made pruner on the market and the only one that cuts from both sides of the limb and does not bruise the bark. Made in all styles and sizes.

They are advertised in all the leading journals throughout the country and will prove a profitable line for you to handle. All goods delivered.

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45 GREENHOUSES

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STOCK**START****NOW**

This year will reward those who realize now that spring, 1922, business will be the best ever. A well balanced list is always an advantage. We believe our present assortment is the most complete we have ever offered at this time of year.

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Boston Ivy    Clematis Paniculata  
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(All Staple Kinds)

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(Including Many Scarce Items)

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(Strong, Field-grown)

**Chrysanthemums****Peonies****Phlox***Some "J. & P. Preferred Stock" specialties mentioned above.***Bulletin Number Two**

Shows Our Complete List for Spring

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Also, We Want to Call Your Attention to Our Offer of

**Young Evergreens For Nursery Planting**From 2 $\frac{1}{4}$ -inch Pots**READY DURING APRIL AND MAY**

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# The National Nurseryman.

FOR GROWERS AND DEALERS IN NURSERY STOCK

The National Nurseryman Publishing Co., Incorporated

Vol. XXX.

HATBORO, PENNA., JANUARY 1922

No. 1

## Care of Public Parks

BY FREDERICK W. KELSEY *In The New York World*

*In the following interview, Mr. Kelsey, who is known as the "Father of the Essex County, N. J., Parks," and one of the Park Commissioners in the early development of those parks, gives in this interview convincing reasons for liberal park appropriations.*

*Mr. Kelsey prepared the original Shade Tree Commission Law of New Jersey (1893), which in its main features has since been adopted in a number of other states. He was one of the original members of the American Forestry Association, the American Civic Association and similar organizations. His book, "The First County Park System" has been widely read by those interested in public parks.*

*Mr. Kelsey is a man of wide experience and actively interested in civic and legislative affairs and President of the F. W. Kelsey Nursery Company. He is well qualified to discuss the requirements and up-to-date treatment of public parks.*

From the growing interest in parks, while every one recognizes that reduced municipal expenditures are now desirable, in accomplishing this by undue limitation of appropriations required for park purposes frequently costs far more, especially for planting improvements and restorations where such needed improvements are deferred.

As a treeless city with unkept parks is lacking in one of its principal attractions and valuable assets, likewise, the parks suffer an irreparable loss from lack of the requisite care, especially of its plantations and the proper upkeep of the green turf, trees and shrubbery to the highest standard of landscape efficiency.

Those who have not given the subject of public parks particular attention are apt to under estimate the importance of their being maintained in the best possible condition. The more consideration given this matter, the more this fact is recognized. The people have a pride in their parks as is now reflected in public opinion.

When it is realized that the growth and development of trees and shrubbery with the exception of favorably located real estate, are about the only kind of property that continuously and rapidly increases in value, instead of deteriorating from the cost as do all artificial constructions from buildings to bridges, the first cost of trees even with a large expense for planting—as for instance on the boulevards and streets of Paris—eliminates the objection to a suitable appropriation based on the cost, and places the financial status of all such appropriations in a distinct class wholly different from other municipal expenditures. As the enthusiastic Scotchman put it, "the trees will be growin' while ye're sleepin'," and he may well have added they keep growing whether we're asleep or awake.

Trees, however, being things of life, must have proper conditions of soil, planting, needed pruning and after care to insure proper development. And intelligent Tree Surgery under city tree growth conditions has also become a pre-requisite of success, like the strides of medical surgery during the past decade. "Tree Doctoring" has become a well recognized factor by the well in-

formed in the management of trees. Something more than the use of the woodmen's axe, as recently recommended by one of the Landscape Architects and others besides the requisite fertilizers are necessary for insuring satisfactory results in the upkeep and restoration of all city parks and street trees.

As a rule, especially in municipal planting, smaller trees are preferable. They move more readily and far better bear the effect of transplanting, make much better specimens and are far less costly.

There is a trite and true saying, "the more one plants the smaller the trees required." It is obvious that ample, good soil and open space for roots that admit the necessary moisture is a primal requisite for all plantings. Even with shrubbery beds, groupings and borders, this is also a fundamental requirement. Frequently in cities, park, avenue and street plantings, trees are dying from lack of care and proper environment. Larger street trees are some times found with an opening in the stone or cement flagging only three or four feet wide and the smooth hard pavement to the stone curb prevents the necessary moisture reaching the roots. The trees are in consequence literally dying from thirst. Sufficient attention has not been given to these important conditions.

Some of the critics of public parks cast too gloomy a view with the average reader who does not take the opportunity of personally examining park conditions. The defects from the necessity of more tree replacements, removal of dead wood, proper thinning and pruning, care of the turf, are unduly magnified.

As a former Park Commissioner with some degree of familiarity for many years with the leading park systems of this country and of the larger European cities, I have frequently compared park criticisms with actual conditions.

That increased appropriations and executive direction for promptly effecting the needed park improvements, is vitally important cannot be questioned. This is well illustrated by the present decadent condition of Central Park, Manhattan, and Prospect Park, Brooklyn, the two large centrally located parks of Greater New York. The



loss of trees annually in Central Park has been officially reported as 3500 and in Prospect Park nearly as many. Each of these parks should have at least \$500,000 special appropriation for restoring the plantings, improving the turf, repairing the walks and other pressing improvements. That these parks are an incomparable asset of the city, as are the parks of other cities, and almost priceless possession must impress everyone who can see and enjoy what is now enjoyable for the public. The general condition of most of the other parks of this city is fairly good and the varied topography of Central and Prospect Parks are attractive features.

Men of vision, experience and observation readily discern, alike what is good and worth while in a landscape creation as well as adverse conditions requiring prompt and efficient attention.

What is really one of the greatest possessions of any city, can with comparatively moderate expense and proper direction be materially improved and remain a continued pleasure to the people as well as the growing increment in realty value, thus bringing a direct return to the public of many times the cost.

#### AS I SEE IT

M. T. NUTT

Are nurserymen "jiners?" It appears so. I wonder if any nurseryman ever checked up the number of trade organizations to which he belongs? There is the American Association of Nurserymen, Pacific Coast Association, Southern Association, Western Association, Protective Association, Ornamental Growers' Association, New England Association, Fruit Tree Growers' Association, Cherry Tree Growers' Association, Apple Tree Growers' Association, Plant Propagators' Association, and nearly every State has its State Nurserymen's Association and besides this there are several minor "aggregations" of which little is known beyond their own members.

Now, I am told, a new one has been organized: "The Eastern Nurserymen's Association" which came to light down in Trenton, N. J. a few weeks ago. Its membership comprises nurserymen who are actually growers, within a territory bounded by the Atlantic Ocean on the east, Poughkeepsie, New York, on the north, Pennsylvania as far as the Susquehanna River on the West, and Delaware and Maryland on the South. This new Association, proposes, I believe, to look after trade difficulties, dissensions and disasters within its boundaries. Most of the prominent nurserymen have already "jined" up. All who are eligible, probably will. They usually do.

Now there is really no reason why a nurseryman should not belong to trade organizations which have direct bearing on their business. In fact, he should do so. He is a "piker" if he does not support a trade organization which directly or indirectly benefits him, but what I cannot understand is, why should an eastern nurseryman belong to, and have a lot to say, at a meeting of the Western or the Southern Nurseryman Association, or any other association which does not directly concern his territory? Yet, if you will scan the membership of these various associations which are confined to certain territorial boundaries, you will find the "outsiders" enrolled, and usually taking a prominent part in the discussions.

From all of which I am convinced that the nurseryman is a confirmed "jiner."

Would it not be a good idea, if each of those associations would appoint, say, two delegates to attend a convention for the purpose of cutting out duplications of work? Seems to me the whole list of associations might be boiled down to four or five and accomplish just as much, do it better, and at less cost than this multiplicity of associations.



I recently received a mimeographed letter from my good friend, Lloyd Stark, enclosing copy of a letter he had sent to *The Country Gentleman*, countermanding the full paged advertisement which had been placed by his firm for the January issue of that paper.

It develops that in the November 19th issue of *The Country Gentleman* an article appeared entitled, "Home Made Fruit Trees," in which the writer proceeded to lambast the nurserymen to a frazzle. While the article inferred that nurserymen as a whole were using questionable methods in their dealings with the dear public, the writer did not hesitate to misinform his readers on this subject.

We admit that there are some nurserymen and dealers who are dishonest and unscrupulous, but you will find them in all businesses and professions, and the average is no greater in the nursery trade than in any other business. Moreover, the nurserymen, themselves, are making an earnest effort to put such men out of business and should be given credit for it.

Lloyd took the right stand when he cancelled his advertisement in retaliation for the unfairness of the published article. If nurserymen in general would follow his example there would be less of this "rot" published.



Here's a new one, at least I have never heard it when "sitting around" at any of the nurserymen's conventions or gatherings, and I have had to listen to enough "chestnuts" to break an ear drum:

"Charlie Maloy and Bill Pitkin were arguing as to who discovered Ireland. Bill said, 'Saint Patrick, of course.' Charlie said, 'How could that be when there were songs about Ireland from the beginning of the world.' Bill said, 'How do you make that out?' Charlie replied, 'Well, you see, in the beginning of the world there were only two people, Adam and Eve and they had two children, Cain and Mable (Abel) and the king, well his name was Aaron, and he fell in love with Mable and they were married, but she ran away from him, and after he tried many ways to get her back he finally wrote a song called, 'Come Back to Aaron (Erin)'. So she came back and spent all his money, then he wrote another song called, 'Aaron Go Broke' (Erin Go Braugh).'"



I learned that Mr. and Mrs. C. R. Burr, of Manchester, Conn., have started on a six weeks' trip to California, to be a pleasure trip, not a business one, but if "Cliff" can make it without turning a good "deal" somewhere, it will be a surprise to all who know him. A "deal" is as essential to "Cliff's welfare" as three square meals a day.

## PENINSULA HORTICULTURAL SOCIETY

ADDRESS BY G. HALE HARRISON, *President*

It is a great pleasure to have an opportunity to speak to you today. I consider it a high honor to be President of the Peninsula Horticultural Society. This is the thirty-fifth annual meeting of our Society and it is with great pride that I can state that the organization has made notable progress each year since its inception.

The past season has been a most trying one for the orchardists, truckers and general farmers on the Peninsula. Last fall's economic conditions took a sudden turn downward. Conditions grew worse from week to week and during the past season some of the lowest price levels ever known have been reached. The successive freezes which occurred during the early spring, and especially the one on Easter Monday night, certainly were the most severe shock that the orchardists ever received in this section of the country.

The frosts and freezes ruined the entire peach, pear and plum crop from a commercial standpoint and reduced the apple crop to the extent that only about five to ten percent of a normal crop was produced in this section. The freeze also damaged the early strawberries, but the late blooms developed and there was a fairly good crop on some varieties. The unfavorable weather conditions during the early spring also caused the potato growers considerable trouble, because it delayed them in planting and at the same time quite a large percentage of the early potatoes did not come up satisfactorily, thereby making it necessary to replant their fields in many instances.

The loss of the fruit crops together with a period of low prices and the re-adjustment of farm values, certainly was a heavy loss to practically everyone engaged in the fruit and farming industry.

It is not pleasant to relate these facts but such points should be touched on in a meeting of this kind. I fully believe, however, that the worse stages of the re-adjustment have been passed and we may all feel confident that the future will be brighter, but we cannot expect conditions to be as favorable as they were during the war.

It is a time when every man should see to it that his operating expenses are cut to the minimum and when buying his supplies he should be sure that he is getting value received.

There is one point which is paramount—the co-operative selling of fruits and produce. It is a known fact that where an organization is so established that it can handle business in volume and a number of cars daily it is better able to give the grower a higher price average for their produce than can be obtained by selling at the local stations.

By co-operative marketing it is possible for a group of men in a certain section to grow certain varieties and standardize on the style of package or packages and also more or less standardize their grading. By having the fruits and produce properly graded the selling organization can more readily present to their respective customers in the various cities definite information as to the kind of products they have to offer. These selling organizations of course do not show just how much they are really worth when business is good and when there is a shortage in supply and a tremendous demand, but when a slump comes that is the time when a co-operative selling organization proves its worth. In many cases the farmers have been saved from losses during a slump period on account of the efficient manner in which the selling organization handled their products. The manager of a co-operative selling organization, which is sometimes called a Fruit or Produce Exchange, is in a better position to hold the market steady than a number of men selling the products from the same section.

The standardizing of varieties will make it possible for the producer to handle his produce on a larger scale and in an easier way. This applies to all kinds of fruits as well as vegetables. We should all make our plantings so that it will be possible to load straight car load lots of one variety. Cars of mixed varieties never sell for as high prices as those loaded with one variety only.

Our crops should be harvested at the time when the fruit is fully developed but not to the full ripe period. In other words, the fruit should be left to grow until fully matured, but picked in time to allow for packing and arriving in the city markets in good condition. By picking our fruit immature we not only reduce the yield, but we help to demoralize the market because the fruit we are attempting to sell is not edible and it does not create a demand among the city consumers. The shipping of green fruit and vegetables often cause serious loss to the grower

because they are refused when they reach the city markets.

The Government and the co-operative organizations are to be commended on the wonderful work they have been able to accomplish in recent years through the standardization of packages. The railroads have played an important part in this because in certain sections they have demanded that shippers use certain styles of package for certain produce. By standardizing packages, selling is made easier which is demonstrated by the North Western pack and packages which are sold on our Eastern markets.

The difference in the freight from the North West to New York and from the Peninsula to New York represents a fair profit to the Eastern grower.

During the war the Government established a system of inspecting car lots of produce upon arrival in the city markets. The producer thought that this would put an end to the refusal of cars of produce upon arrival in the city markets when they were bought on an f. o. b. basis. The Inspection service was inaugurated in practically every large city, but as it has worked out it has proven a decided disadvantage to the producer. Many of the shippers in the beginning were not satisfied with the idea of inspection in the city markets, but now practically all producers are fully convinced that the most feasible way to handle inspection is to establish a system by which the Government or State Inspectors might examine each and every car of fruit and produce at the loading point and issue at that time an affidavit as to its contents. When this is done one can sell to a commission merchant in the city by telephone or telegram, the car to be accepted f. o. b. shipping point on the inspection report of the Government or State Inspector as to its contents and quality.

We believe that this feature will greatly aid the producer and will eliminate to a great extent so many misunderstandings.

The railroads during the exigencies of the war were subjected to heavy expenditures and they asked on different occasions for the freight rates to be advanced. It is a known fact that they first advanced their rates 3% then 5% and then 25%. When the 25% advance was made everyone thought that it would be the last one, but almost without notice the Interstate Commerce Commission authorized that all freight rates be advanced another 40%. This last 40% is the one which has put a damper on business.

When produce was selling at the highest prices the world has ever known the freight rates did not cut such a heavy figure but under present conditions when our products are selling at pre-war levels or even less in many instances, the rates are much too high.

The express rates were advanced in practically the same proportion as the freight rates and they too are entirely too high.

The refrigerator car service is the key-note to the perishable fruit business. As a whole, the Peninsula has been served fairly well with refrigerator car service, but of course there is need for some improvement. The Fruit Growers Express Company have contracted with the railroads over the Peninsula as well as in other sections and now handle all of the freight refrigerator cars.

Viewing the subject from a broad-minded standpoint it seems that we are all better off by having the large organizations handle the freight refrigerator cars, rather than the various railroads and numerous icing companies.

We want better freight and express schedules in order that we can get our cars of fruit and produce to the markets quicker. It has always occurred to me that it would be an excellent idea for the Railroads to inaugurate a system whereby the freight and express trains during the fruit season could leave the terminals say about seven o'clock in the evening and pick up all of the refrigerator cars that evening and carry them to the first junction point. By doing this it would save on the present freight schedule twelve hours and on the express schedule fifteen hours. During hot sultry weather each and every hour saved on a car of produce certainly counts. All the cars of peaches from Georgia move out during the early evening instead of the following morning or the following noon.

You often hear the subject of storage discussed by orchard people. The production of fruits and the storage of fruits are two entirely separate lines of business, and there are very few people who are fully versed on both subjects. In the large producing sections it would seem advisable to have local cold storage houses. By doing this the orchardist as well as the trucker would be able to regrade and repack their fruits and produce before it is shipped to the city markets. Generally speaking, through the absence of local cold storage plants, it is necessary for the producer to ship his produce to the city and have it stored in the large city storage plants. In that case, it would be better for him to sell his fruit f. o. b. shipping point than to let



some commission merchant store the produce on his own account. Local storage plants cost considerable money and to justify this expenditure a sufficient quantity of fruits and produce must be produced in a limited territory so that the structure might be built and maintained on a sound business basis. \* \* \*

By traveling over the Middle Atlantic States this summer, I was particularly impressed by the fact that so many orchardists have neglected to prune, cultivate and spray their orchards this year. Some of these people have not touched their orchards at all, while others have only given them a small portion of the work they usually do. Early in the spring when their fruit crop was lost they took this view of the matter—What is the need of caring for these trees this year when we do not have any crop? Some orchardists might figure that by not caring for their orchard this year they were practicing economy but as a matter of fact they were encouraging extravagance, because they will lose more money by not caring for the orchard than by spending a nominal amount in the proper care.

The future of the orchardist is bright and really it looks much better for him than it does for the average trucker and general farmer.

No doubt all of you people have heard on numerous occasions that if all of the trees that are planted ever come into bearing there will be so much fruit that the market will not be able to consume it. Such is not the case for by consulting statistics they will find that in 1920 there were 23.8% less bearing apple trees in the United States than there were in 1910, and at the same time there were 45% less trees on non-bearing age than there were in the past decade. This also holds true of peaches. In 1920 there were 30.5% less bearing peach trees in the United States than there were in 1910 and also 48.8% less peach trees of non-bearing age than there were in 1910. At the same time with this great decrease in the number of trees in bearing and non-bearing trees, there was an increase in the population of the United States of 5%. It can be readily seen that by having so many bearing trees in 1910 with a smaller population who consumed the fruit at that time, that it certainly looks reasonable that with a decreased number of trees and an increased population there should not be any trouble to sell good fruit at fair prices during the coming years.

The man who has a peach orchard during the next few years will find that he will do better with his peaches during that period than he has ever done during the past. The prospect for both peaches and apples looks encouraging.

### THE PURCHASER'S VIEW

The superintendent of a large estate who purchased much nursery stock, receiving it from various nurseries in different parts of the country, both in carload lots and small shipments, was asked to express himself as to how the nursery trade generally met the needs of the purchasing planter. He gave as his opinion the most conspicuous failing was lack of standards. While the name of the plant was fairly dependable, it being rather rare that a plant came wrongly named or unwarranted substitutions made. From the purchaser's point of view nursery stock was entirely lacking in standard in spite of the height and caliper quoted in the catalog. Descriptions invariably told what the plant was like grown under the most favorable conditions, and often described the plants at maturity rather than the condition of the stock at the time it was being offered for sale. Making full allowance for the fact that catalogs were made perhaps, months if not years in advance of the time the stock was expected to be sold and the condition of it was much affected by weather conditions and many influences almost beyond the control of the grower; there still lacked evidence of material effort being made by the nurseryman, to inform buyers of the particular quality or standard of the stock that was being offered. It made purchasing a very uncertain proposition unless he could visit the nursery and actually see the plants he was to receive.

He also stated that a somewhat similar lack of standardization existed in the digging, packing and shipping. The fact he would get one shipment arrive that had been handled efficiently, was no surety that the next one perhaps from the same source, would be in the same condition. Care was too often evidently lacking in the digging. Roots were cut and split, showing unskilled or careless workmen.

In fact, the plants in the car would show a lack of interest, as to the condition in which the plants would arrive. Fine packing material would be used without thought that in the jarring motion of the car that it would sift down to the bottom, leaving the sides and top layers exposed.

He mentioned herbaceous plants especially as being entirely without a standard to guide the purchaser in knowing what to expect. A grade specified as clumps from one place would mean ordinary plants from another and vice versa. He specially mentioned a comparison of peonys received from two well-known firms. While they were supposed to be of the same grade, namely 3 to 5 eyes, in the one shipment the plants were so poor and anemic that it was foolish to expect to give flowers even with the best of cultivation under three years, while the other shipment had strong and vigorous roots that one could expect to bloom the first year.

Standardization so as to give the purchaser some idea what to expect should be one of the principal aims of the nursery trade.

There was unmistakable evidence of every effort being used by the nurserymen in their catalogues and other literature they send out to give information as to the uses and care of their products so as to give the best results. This may be of value to the purchaser, but it rather belonged to the province of the horticultural press and books on the subject of gardening.

What the purchaser wanted to know was primarily: What am I going to get for the price quoted in the catalogue?

Many purchasers knew as much about treatment of the particular kind of plants they were ordering as the nurseryman himself, but would highly value an order taken in the shape of a catalogue that gave information about the size, condition and history of the particular plants the nursery was offering for sale.

### THE McHUTCHISON & CO. RAFFIA CASE

After ten months of litigation the prosecution by the Fire Protection Bureau of New York City of McHutchison & Co. has been decided in favor of the defendant and the McHutchison & Co. may continue to store baled raffia in their own building without further molestation from the city authorities.

The Fire Protection Bureau claimed that raffia was a combustible fibre and that it was against the law to store it in quantity in the city limits.

The McHutchison Company took a bale to a vacant lot, poured kereosene over it and placed wood around it, setting it on fire, proving to the satisfaction of the Court it would not burn under the most favorable conditions of combustion, so that the judges dismissed the case.

*Scott*



For December or February shipment from France we offer

# FRENCH FRUIT and ROSE STOCKS

in a full assortment of sizes.

*Pears, Apples, Mahaleb, Mazzard, Myrobolan, Quince, Manetti, Multiflora, Canina, Polyantha, etc.*

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**VINCENT LEBRETON'S NURSERIES, ANGERS, FRANCE**

whom we have represented as sole U. S. Agents for 19 years—which insures best grading, packing, and shipping service. Well ripened stocks—Prices ready now.

**McHUTCHISON & CO., 95 Chambers St. - New York.**

## SEEDS FOR NURSERYMEN

I can supply a most complete assortment of varieties of **Tree and Shrub Seeds**, both of **Deciduous** and **Evergreen Stock**. Also **Fruit Seeds** of all kinds.

**Good Quality and Prices Right**

Send for My Catalogue

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### FALL 1921

|         |                                                                                   |
|---------|-----------------------------------------------------------------------------------|
| 40,000  | Plum on Peach 1 yr, 2-3 ft., 3-4 ft., 4-5 ft., 5-6 ft.                            |
| 150,000 | Currants 1 and 2 yr.                                                              |
| 60,000  | Gooseberries 1 and 2 yr. Houghton, Downing and Pearl.                             |
| 500,000 | Grape Vines 1 and 2 yr.                                                           |
| 15,000  | Catalpa Bungei 1 and 2 yr. hds. 3-4 ft., 4-5 ft., 5-6 ft., 6-8 ft.                |
| 200,000 | Carolina and Lombardy Poplars, 4-6 ft., 6-8 ft., 8-10 ft., 10-12 ft.              |
| 75,000  | Spirea Van Houttei, 12-18 in., 18-24 in., 2-3 ft., 3-4 ft., 4-5 ft.               |
| 100,000 | Berberry Thunbergii 2 yr., 10-12 in., 12-18 in., 18-24 in.                        |
| 300,000 | Privet Cal., and Amoor River North 1 and 2 yr., 12-18 in., 18-24 in., and 2-3 ft. |

Also a large and complete line of high quality nursery stock for the wholesale trade. Send for trade list.

**T. W. RICE,**

**Geneva, N. Y.**

## Princeton Products are Ornamental



Trees, Shrubs and Evergreens  
of high grade  
for the wholesale trade

**Princeton Nurseries**

Princeton in New Jersey

January, 1922

## We Offer to You

In All Grades

**APPLE SEEDLINGS**

**JAPAN PEAR SEEDLINGS**

Also

**APPLE GRAFTS**

**JAPAN PEAR GRAFTS**

*In Either Piece or Whole-root Grafts*

**M. L. TAYLOR**

PERRY

KANSAS

# The National Nurseryman

Established 1893 by C. L. YATES. Incorporated 1902  
Published monthly by

THE NATIONAL NURSERYMAN PUBLISHING CO., Inc.  
Hatboro, Pa.

Editor .....ERNEST HEMMING, Flourtown, Pa.

The leading trade journal issued for Growers and Dealers in  
Nursery Stocks of all kinds. It circulates throughout the  
United States, Canada and Europe.

AWARDED THE GRAND PRIZE AT PARIS EXPOSITION, 1900

## SUBSCRIPTION RATES

One Year in Advance .....\$1.50  
Foreign Subscriptions, in advance .....\$2.00  
Six Months .....\$1.00

Advertising rates will be sent upon application. Advertisements  
should reach this office by the 20th of the month previous to the  
date of issue.

Payment in advance required for foreign advertisements. Drafts  
on New York or postal orders, instead of checks, are requested by  
the Business Manager, Hatboro, Pa.

Correspondence from all points and articles of interest to nursery-  
men and horticulturists are cordially solicited.

Photographs and news notes of interest to nurserymen should be  
addressed, Editor, Flourtown, Pa., and should be mailed to arrive  
not later than the 25th of the month.

Entered as second-class matter June 22, 1916, at the post office at  
Hatboro, Pennsylvania, under the Act of March 3, 1879.

Hatboro, Pa., January 1922

Happy New Year

## NATIONAL PLANTING SERVICE

TO MAKE  
MORE FRUITFUL **AMERICA** MORE BEAUTIFUL

CONDUCTED BY AMERICAN ASS'N OF NURSERYMEN  
F. F. ROCKWELL, Mgr.  
BRIDGETON, N. J.

### MARKET

### DEVELOPMENT

Most things have a small beginning and in the case of ideas, it depends entirely whether they be sane and sensible and conceived along lines that are possible and practical as to whether they will develop or not. The Market Development idea stands the test of the most exacting analysis. It is sound and practical in every sense of the word. If it has a weakness, it is not in the idea itself, but in the fact that its supporters are too lukewarm and casual.

All our faith in the future on business affairs is largely based on experiences and results of the past. If we apply these to the idea of Market Development for nursery products, the future seems so great in possibilities that it is hard to understand why more enthusiasm is not in evidence. Did the manufacturer of battle axes and spears envision the machine gun and the tank? Yet the one is a development of the other, or to bring the parallel closer home what florist of thirty years ago in his wildest flight of fancy could have conceived the florist business of today with its greenhouse establishments covering acres and distributing agents of the florists involving millions of dollars.

When we consider such progress, we must not overlook the fact that it is as much due to enterprise and foresight as it is to necessity or demand, in other words the florist had to grow and show the long stemmed roses

and the luxurious carnations before the public demanded them.

The automobile industry in two decades has driven the horse from the city streets and is now proceeding to eliminate it from the farm.

The most enthusiastic and progressive man in the world, thirty years ago, could not possibly have sensed the progress that has been made in such a short time on the development of the automotive industry as it is today.

The love of the beautiful and all growing things lies dormant in practically everyone, so we know as nurserymen that all we have to do is to awaken it. Printer's ink is not the only medium by which this love and interest may be aroused. Human beings have five or more senses which must be appealed to. What is most necessary at this step is to envision the possibilities.

A Lincoln Boulevard from coast to coast planted with lines of trees forming an arboretum of all the floral gems that will grow in the varied country through which it passes, should not be set aside as something that belongs to the distant future, but rather something that should be in an advanced stage of development. We should begin to talk about pretty yards being as essential to the making of a home as the interior furnishings.

Plant life and hygiene as taught in the public schools is a co-operative measure towards our Market Development if we only take advantage of it.

The immense power and influences of the government through the Department of Agriculture and its experiment stations is a power that only needs connecting up in a proper way to work for the nursery interests.

The architects of the country that only think in terms of stone and building materials should be made to realize their work is not finished until products of the nurseryman supply the setting.

The medical world is ready and waiting to prescribe more and better fruit and nuts as food.

The sentiment of prohibition, while perhaps effecting the culture of the grape, is really working towards a great consumption of fruit and a higher standard of living, in fact, the stars in their courses seem to be willing to co-operate with our Market Development if we only had vision enough to see them.

We are like moles, half blind, burrowing in the ground worrying about the price of trees by the hundred instead of looking outward seeing where they would be used by the million.

We are living too close to the bread line, not because we don't get enough for our products, but because the consumption of our products is so limited in comparison with what it ought to be.

Flowers should be so plentiful that even the poor should consider them a necessity.

Fruit should be as necessary to the menu of the poor as bread and potatoes.

This will never be brought about by restricted output and high prices, but by making the consumption of nursery stock a necessity to the common standard of living.

It should be almost as difficult to sell a home without nicely planted grounds as it is to sell one now before it is finished building.

A road without trees should be considered a disgrace to the neighborhood.

**J. H. SKINNER & CO.**

Topeka      Kansas.

We offer Apple trees, Peach trees,  
Plum on Peach

**KIEFFER PEAR**

2 years, an unusually fine lot

**RHUBARB, MYATT'S LINNAEUS**

Divided roots. This is the true Myatt's Linnaeus, far superior to seedling stock.

**APPLE SEEDLINGS****JAPAN PEAR SEEDLINGS****FOREST TREE SEEDLINGS (1 Year)**

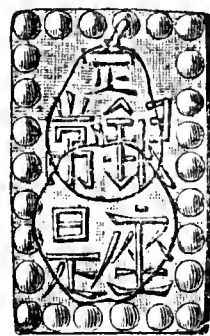
American White Elm  
Black Locust  
Honey Locust

**SHADE TREES**

A fine lot of Elm, Soft Maple and Ash

**SPIREA VAN HOUTTI**

One year, for transplanting  
Also 2 to 3 ft., and 3 to 4 ft. stock.

**Heikes—Huntsville—Trees**

This season we are boasting about our  
TWO YEAR PEAR, as fine as we have ever grown.  
ONE YEAR PEACH, splendid trees, standard varieties.

PRIVETS—all kinds—we are headquarters for these this year.

Of course, we have our usual supply of fruit trees, roses, shrubs, etc.

The growing season with us has been ideal thus far and our stock looks unusually well.

Trade list now ready. If you have not received yours write for same.

**THE HUNTSVILLE WHOLESALE NURSERIES, INC.,**  
HUNTSVILLE, ALA.

**A**  
**Complete Assortment**  
of  
**NURSERY STOCK**

Apple, Peach, Pear, Plum  
Cherry and Quince  
Small Fruits  
Ornamental Trees      Shrubs  
Evergreens  
Paeonies      Perennials  
Roses

**W. & T. SMITH COMPANY**  
Geneva, N. Y.

77 Years

1000 Acres

Write for special prices

**A Complete**  
**Variety of**  
**Nursery Stock**



60000

Norway and American Elm  
fine stock in car load lots or less



**C. M. Hobbs & Son**  
**BRIDGEPORT**      -      -      **Indiana**

The bare, ugly farm house standing like a blot on the landscape, should become as unAmerican as a feudal castle.

The railroads, instead of being scars in the face of nature, should be a ride through parks and gardens.

We have seen such things done by kings and rulers of the past for their own particular enjoyment, and now their power to do has descended upon the masses.

The only thing necessary is education and to create the desire for it. Nothing has ever been accomplished without vision and faith and the nurserymen cannot impart to others what they do not possess themselves. A few nurserymen with a vision started the Market Development movement, but judging from its program so far, indicates that the first missionary field should be among the nurserymen themselves.

**BRUSH PILE** The brush pile is considered a necessary evil by most nurserymen, the smaller it is the better, and they usually think when they see the flames and the smoke arising from it there goes some of my profits.

This is the age of science, when dumps and waste are investigated, to see if they cannot be utilized or turned into profitable by-products.

The material gain from the by-product of a nurseryman's brush pile does not promise very heavy returns. A few hundred pounds of wood ashes may be of value, but is so infinitesimal compared with the value of material that produce them that it is largely minus.

This is especially so when material making the brush pile is bought out of the storage cellar. Brush piles that are large through the mistaken idea of keeping up prices is pitiable. It is one of the most futile anyone could conceive. It is fundamentally wrong from every angle. Destruction of results of human effort like war, can only be one thing, make the world that much poorer. The nurseryman should be true to the highest instincts of his calling if he miscalculates and over-produces by all means let him give the surplus away rather than burn it. Take his medicine and know better next time.

In spite of all we have said above on many nurseries the brush piles could be made larger with a profit to the nurseryman. How often would it have been better to have relentlessly used the grubbing hoe and cleared stock that was overgrown rather than carry it hoping to find a buyer. The same can be said of culls and mis-shapen plants occupying room in fuller blocks that would be much better vacant. A well-furnished brush pile under certain conditions would really add to the prestige and profit of many a nursery.

STATE OF CALIFORNIA  
OFFICE OF ATTORNEY GENERAL

San Francisco, Nov. 22, 1921.

Hon. G. H. Hecke,

Director Department of Agriculture,  
Sacramento, California.

Dear Sir:

I have before me your communication of the 15th inst. requesting an opinion as to whether or not Section 2319j of the Political Code is operative.

The section in question provides that any nurseryman,

jobber, etc., doing business without the State of California who desires to ship nursery stock, trees, etc., into this State for planting or propagation purposes from any other State shall first make application to the Director of Agriculture for a permit to so do, filing with the application a statement of the location of the nursery or place of business owned or operated by him and an official certificate of inspection of such premises, signed by the State inspector of the State in which said premises are located. It is further provided in the section that such permits shall be issued by the Director of Agriculture upon payment of a fee of \$10.00 whenever, in his judgment the same may be issued without endangering the horticultural interests of the State. The section contains a proviso that before such permit is finally issued the nurseryman, jobber, etc., making application shall file an official bond to the State of California in the sum of \$1000, conditioned upon the faithful performance of his obligations, and that any aggrieved party may sue on said bond. It is also provided in the section that the permit shall bear a special number and all shipments thereafter made by such nurseryman, jobber, etc., into this State must contain this number affixed to the package of nursery stock, trees, etc., shipped by him.

It will be noted that the section contains no penalty for a violation of its provisions, but the section in Chapter IVa and Section 2319k in the same chapter provides that any person violating any of the provisions of that chapter or wilfully refusing to comply with any order lawfully made under and pursuant thereto shall be guilty of misdemeanor.

It is evident that serious questions of jurisdiction might arise for the act of violation would be the shipping of the horticultural products into this State from without the State, and this would occur upon the entry of the shipment into this State. The one responsible therefor being outside of the State at the time the prohibited act is done it is doubtful whether jurisdiction could be acquired over such person, and unless jurisdiction can be acquired the penal provisions of Section 2319k are inoperative as to the provisions of Section 2319j.

It is also to be noted that one of the conditions to obtaining a permit is the filing of any official certificate of inspection of the premises outside the State by the State Inspector of the State in which the premises are located. It is, of course, possible that there may be no State inspector in such State and in that event this condition could not, of course, be complied with.

It is also to be noted that while a bond in the sum of \$1000 is required, conditioned upon the faithful performance of the obligations of the obligor, no statement is made in the section as to what these obligations are, and although the section provides that any aggrieved party may sue on said bond, there is no statement in the section as to the manner or the nature of the injury which might be suffered by a person claiming to be aggrieved.

It is permissible for a State by a proper law to provide for the inspection of articles brought within its borders from other States, but such provisions as a State may in that respect enact must not go further than are necessary to the proper operation of such inspection laws. They must be such as would tend to protect the State



## TO THE TRADE ONLY

We offer a very complete list of Nursery Stock for delivery Fall 1921 or Spring 1922.

**FRUIT TREES.**—A general assortment of Apple, Pear, Cherry, Plum, Prune, Peach, Apricot, and Nectarine in first class one year stock.

**NUT TREES.**—Almonds, Filberts and Walnuts.

**SEEDLINGS.**—Apple, Japan Pear, Mazzard Cherry and Myrobolan Plum.

**GRAPE VINES.**—American varieties, strong on Concord.

**SMALL FRUIT AND BERRY PLANTS.**—With Oregon Champion Gooseberry and Perfection Currant one year No. 1 as strong leaders.

**ROSES.**—A large list of budded, field grown plants.

**NURSERY SUPPLIES.**—Our usual line.

**Portland Wholesale Nursery Co.**  
**971 Sandy Boulevard Portland, Oregon**

## PROTESTATION

I have been lately informed that a Dutch firm (Jac Smits, in Naarden) distributed this season a list quoting prices for fruit tree stocks grown by my firm.

*I protest against such a proceeding, and must inform my American customers that I never authorized this Dutch firm to be my agent in the United States.*

HEMERAY-AUBERT,  
 PEPINIERISTE

Route d'Olivet, Orleans, (France)

I WOULD like to make permanent connection with a reputable firm, in an executive capacity. Am 32 years of age, married, with one boy. My greatest desire now is to settle down to a life work, where something can be accomplished with persistent effort.

*The following is a brief outline of my past activities in proper sequence:*

### KEW GARDENS, ENGLAND

In all departments .....5 Years

### TULLY NURSERIES, IRELAND

Correspondence and stockman .....2 Years

### CANADIAN NURSERIES

Stock taking, office duties, Asst. Manager....2 Years

### BOBBINK & ATKINS, Rutherford, N. J.

Landscape work, stock taking, correspondence, advertising, sales manager.....8 Years

Wherever feasible, I would appreciate a personal interview, and in any case will gladly give any other details desired.

**ARTHUR J. JENNINGS**

709 Home Savings & Loan Bldg.

**YOUNGSTOWN**

**OHIO**



## Bauer's Famous Southern Grown Strawberry Plants

The largest grower of choice strawberry plants in the Southwest wants your business. We ship direct to your patrons, when desired, at no additional charge whatever. Our list includes the cream of all varieties. During the busy season we ship 500,000 plants per day. Wholesale price list sent upon request. Forty-four years of success back of Bauer's business. Send in your order by return mail.

**J. A. BAUER**  
**JUDSONIA, ARK.**

against the introduction into the State of products or things which would or might injure the State or the interests of the State. Under such laws the effort should be to prevent the introduction of matter or things either injurious of themselves or which by reason of their place of growth or production and exposure thereat to other injurious matter would or might tend to injure the interests of this State when introduced herein. Such laws should not be permitted to so operate as to prevent the introduction into this State of things not in themselves injurious or which have not been subjected to contamination either in the manner or place of production.

The section in question appears on its face to attempt the interposition of a condition upon importers of nursery stock and trees unattended by and unrelated to the condition of the nursery stock or trees actually imported. It will be noted that the section contains no provision as to the manner of treatment by the horticultural officers of this State of such nursery stock and trees so imported, but merely contains provisions looking to the exaction of a permit for the right to import.

In my opinion the section in question is inoperative and extends beyond the legitimate provision of a proper inspection law.

Very truly yours,

U. S. WEBB, *Attorney General*,

By (Signed) Robert W. Harrison, *Chief Deputy*.

California Association of Nurserymen,  
Los Angeles, California.

Gentlemen:

For the information of the nurserymen of California, the State Department of Agriculture will not refuse delivery to any plants arriving in California from another State for non-compliance with Section 2319J of the Political Code. Section 2319J specifically relates to the registration of nurserymen outside of California who desire to ship plants into California.

Non-compliance with the law constitutes a misdemeanor, but the misdemeanor being committed outside of California the California law would not be operative; inasmuch as the entry of the plants is not conditioned upon compliance with the law no shipment of plants will be made to suffer.

Very truly yours,

(Signed) LEE A. STRONG, *Chief Quarantine Officer*.

#### EASTERN NURSERYMEN'S ASSOCIATION

With enthusiasm running strong and high hopes for the future, the Eastern Nurserymen's Association was organized at Trenton, December 14, 1921.

The aim of the association is to promote the mutual horticultural interests living within the district bounded by Poughkeepsie on the north, the Susquehanna on the West, and the entire States of New Jersey, Delaware and Maryland.

The membership is to be confined to reliable nurserymen, who are actual growers and who have the ability to co-operate and must be located within the boundaries designated above.

The following officers were elected:

President, J. Edward Moon; vice president, Lester Lovett; secretary, F. F. Rockwell; treasurer, Adolph Muller; executive committee (two years), William Flemmer, Sr., Robert Pyle, P. M. Koster; (one year), Thomas B. Meehan, Wm. Warner Harper.

An initiation fee of \$10.00 is to be charged and dues were placed at \$10.00 per year. Provision is made for the raising of these dues should the necessity arise.

Questions affecting the interests of Eastern Nurserymen were discussed and plans made for the future.

The association invites application for membership from all nurserymen located in the defined territory. The secretary, F. F. Rockwell, Bridgeton, N. J., will see that your application takes the proper course.

Among those present were representatives of the following firms: Andorra Nurseries, Wm. H. Moon Co., Jas. Krewson & Son, Bloodgood Nurseries, Princeton Nurseries, Lester Lovett, Conard & Jones Co., Thomas B. Meehan Co., A. E. Wolbert, Henry A. Dreer, Inc., Thomas Meehan & Sons, Koster & Co., William F. Miller, Henry F. Michell, Bobbink & Atkins Co., T. E. Steele & Son, B. H. Farr.

Mr. John Watson, Princeton, N. J., gave valuable assistance in helping shape the policies of the Association and the construction of the constitution and by-laws.

The annual meeting of the association will be held this year at the Stacey-Trent, in Trenton, N. J., on Wednesday, January 18, 1922, at 2 P. M.

#### NO MORE FREE SEEDS?

Does General Dawes, Director of the Federal Budget Bureau, reckon without his host when he attempts to tamper with one of the most cherished of the prerogatives of the members of Congress from the rural districts? His elimination from the budget of any provision for "free seeds," to be distributed as "vote-getters" by Senators and Representatives, seems like flying in the very face of Providence. And the outcry from the precincts of the House especially has been instant and vehement.

This is not the first time that meddlesome reformers and advocates of economy have sought to put an end to this particular piece of congressional extravagance—it wouldn't be nice to call it graft—but on each previous occasion the item for free seeds always found its way back into the appropriation bills, sometimes as a "rider" and some times as a straight defiance of what the members regarded as an unjustifiable interference with their vested rights.

There are hints already of a new "bloc" of country members of the Congress to restore free seeds to the budget or, failing that, to wreak vengeance on the Administration by killing some one of its cherished projects. Meanwhile, the general public will watch the struggle with some interest, to note the sincerity of the congressional devotion to economy and business methods, of which the budget system is the outward sign and symbol.

Edwin Hoyt, only son of Stephen Hoyt, has now become a member of the Stephen Hoyt's Sons Company, Inc., nurserymen, of New Canaan, Conn.

This makes the fourth generation entering into this nursery firm, which will have been established seventy-five years next spring, business having been carried on at the same place all during that time.

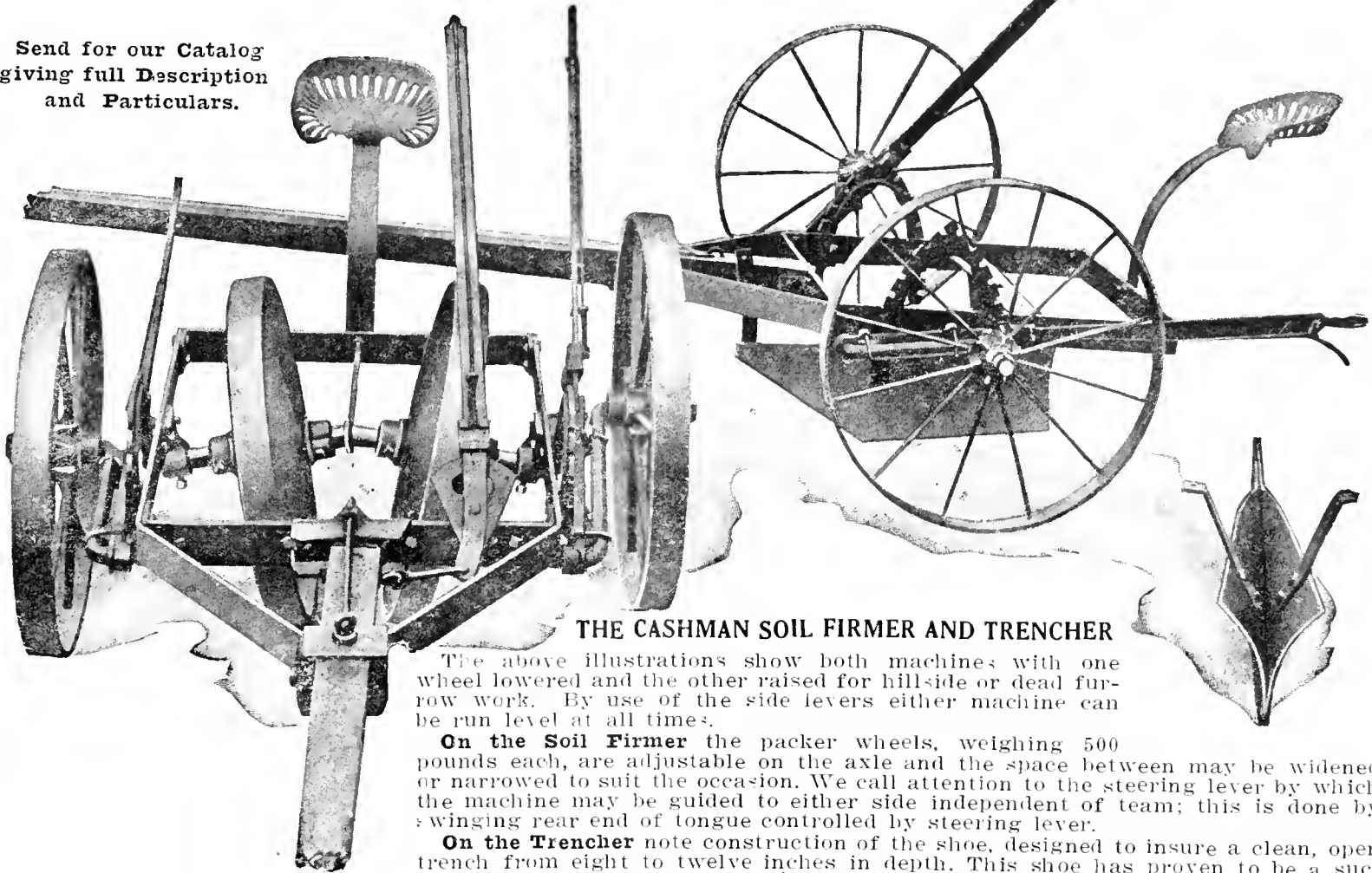
#### WAR TAX ON EXPRESS SHIPMENTS

We are gradually getting rid of the numerous war measures that so hamper and obstruct business.

January 1, 1922, the tax on express shipments of one cent on every twenty cents will be eliminated.

## The CASHMAN Trencher and Soil Firmer

Send for our Catalog  
giving full Description  
and Particulars.



THE CASHMAN SOIL FIRMER AND TRENCHER

The above illustrations show both machines with one wheel lowered and the other raised for hillside or dead furrow work. By use of the side levers either machine can be run level at all times.

On the Soil Firmer the packer wheels, weighing 500 pounds each, are adjustable on the axle and the space between may be widened or narrowed to suit the occasion. We call attention to the steering lever by which the machine may be guided to either side independent of team; this is done by swinging rear end of tongue controlled by steering lever.

On the Trencher note construction of the shoe, designed to insure a clean, open trench from eight to twelve inches in depth. This shoe has proven to be a success in all kinds of soil.

Manufactured only by **CLINTON FALLS NURSERY COMPANY**, Owatonna, Minnesota

### Vincennes Nurseries

W. C. Reed & Son, Prop., Vincennes, Ind.

CHERRY ONE YEAR 7-16 to 9-16 also 2 to 3 ft.

PEACH ONE YEAR X X. 9-16. 7-16.

Plum One Year extra fine all grades.

Burbank, Abundance, Red June, America, S. Damson,

Rien Claude, Monarch, and Hansen Hybrids.

Apricots One Year 11-16 up, 9-16 and 7-16 Eight Varieties.

Winesap Apple 2 year all grades.

Leading Varieties Apple in One Year and 7-16 2 year.

Keiffer & Garber Pear One & Two Year all grades.

Blk Champion Currant 2 yr. Downing & Houghton G. B.

One and 2 year.

Concord & Niagara Grape 2 year & X X One Year

Above Stock all in Storage, submit list of wants for special prices.

### For FUMIGATION With HYDROCYANIC ACID GAS "CYANEGG"

Sodium Cyanide in egg shape, each egg weighs as near one ounce as possible. Destroys scale insects on Fruit Trees, Nursery Stock, Plants under glass and in Greenhouses.

Manufactured in U. S. A. by

**The Roessler & Hasslacher Chemical Co.**

709-717 Sixth Avenue - - New York, N. Y.

We Are Prepared to Furnish Nurserymen  
**WASTE EXCELSIOR** for Packing or **NO. 1 EXCELSIOR** if Preferred. **TWINES** of All Kinds, **SAFEPAK** (waterproof) **PAPER**, **WRAPPING PAPER**, etc., etc.

Samples and prices sent promptly. Can refer you to Nurserymen all over the country who have been our customers, some of them for more than twenty years.

## Charles Irwin

31 Exchange St.

Rochester - N. Y.

### GOOD BUSINESS

We have the pleasure to report that practically all of our fall orders for perennials have gone out now.

Our fall business was fine, in a way far beyond our expectations. An extra heavy demand is prevailing this season for hardy plants for forcing, such as Delphiniums, Canterbury Bells, Bleeding Hearts, Chelone (Penstemon), Myosotis, etc.

We are now shipping our Gladioli for forcing, the orders for the same coming in fast.

The demand and orders for Perennials and Gladioli for Spring plantings indicate that we may look for a wonderful spring trade in these lines.

Yours very truly,

WELLER NURSERIES COMPANY.

N. J. W. Krick, Sales Manager.

W. N. Adair, has sold his one-half interest of the Wathena Nurseries to his brother, Robert Adair.

He is starting in the nursery business at Troy, Kansas, under the name of Troy Nurseries and will grow a general line of nursery stock.

Mr. W. N. Adair will be at Wathena till early spring

### NURSERY SALESMEN

Two most enterprising nursery salesmen came thru the mail the past week, the first one bore the title, "Home Landscapes" (Commuter's Edition) and came from Hicks' Nurseries, Westbury, Long Island.

Original ideas are to be expected from a salesman from Hicks Nurseries. Evidently the author had in mind the commuter who takes his daily ride between the city and his country home. Incidentally it would not be a bad idea for that same salesman to call on the unfortunate who lived in the city and who does not have a country home. It might make him wish he had. This particular catalog differs radically from any we have seen recently in that practically all the illustrations are reproductions from pastels and paintings of gardens in the vicinity of New York. It is a far cry from the old highly-colored lithograph of ancient days where the individual flower or fruit was pictured as a desirable monstrosity, to the reproduction of a painting suggesting fairy land and the delights of a garden, without actually supplying detail enough to enable one to recognize for sure either flower or fruit.

Both summer and winter scenes are depicted. The type and paper are not rich enough for the colored illustrations. It would be interesting to see the effect of those illustrations on cream tinted paper and printed in sepia. It is a courageous effort, Mr. Hicks, and we trust your salesman will be the means of making desirable connections for your house.



The other visiting salesman comes from the Western Coast. The cover is a conventionalized view from a terraced porch overlooking the orchards in California with snow-clad mountains in the distance and is from Fancher Creek Nurseries, Fresno, California. To the Easterner with his gloomy skies the effect of the cover is perhaps

a little loud, but then those who have not lived in the golden west cannot judge.

Even if the imagination has been actively used in the production of the cover, the contents of the book breathes practical sincerity.

The illustrations are from actual photographs and the descriptions and instructions are written by a man who evidently is a practical man and a plant lover all through.

One can almost visualize the man at work, when reading about "laying out a vineyard" or "planting figs." Mr. George C. Roeding, president of the Fancher Creek Nurseries, need not fear but his salesman will be well received, while its clothes may be a little loud he is so interesting that he almost persuaded the writer to sell out and come west.

### PRINCETON NURSERIES

In spite of the light covering of snow and gooey condition of the soil, pulling over-size rubbers off your feet, a visit to the Princeton Nurseries was thoroughly enjoyed.

Every nursery has distinctions of its own and it is a very unobserving nurseryman that comes away without absorbing information that is interesting if not useful.

Princeton Nurseries differs from many in that it came into existence along well-thought out lines.

It is about eight years old now and going strong. Mr. William Flemmer, who is in charge, reports a very successful business the past several years and his faith in the future is proven by the large propagation plans being carried out and the amount of young stock in the nursery rows.

One could hardly mention any particular class of plants being better than another, or being grown in larger quantities. The policy of the firm seems to be a well-balanced nursery to supply the trade rather than to make a killing in one or two things.

It is hardly possible in any nursery growing ornamental stock to avoid half-filled and overgrown blocks, but one cannot help but see the Princeton Nurseries is making a point of avoiding this waste.

Fine blocks of clean, young thrifty stock characterize the whole nursery. Perhaps due to their youth there was an entire lack of large stock as compared with old established nurseries, but this lack is evidently being provided by boundry plantings to be allowed to grow into well-matured specimens for show, seed and propagating purposes.

### JAPANESE BEETLE QUARANTINE

The Federal Horticultural Board reports an increasing spread of the Japanese beetle which has established itself along the ground adjacent to the Delaware River in New Jersey and Pennsylvania. The total area is increased from ninety to two hundred and seventy-five square miles, which is placed under Federal quarantine, forbidding interstate movement of nursery stock, etc., without strictest possible inspection. The Department of Agriculture is taking every measure possible to prevent its spread and is bringing all the science and knowledge available to fight this pest.



PEARS, Standard and Dwarf.

RASPBERRIES, Plum Farmer, transplanted.

NORWAY and SUGAR MAPLE, Sizes 1½ to 2½ in.

SUGAR MAPLE, 5 to 7 feet, once transplanted, for lining out.

EUROPEAN SYCAMORE—Several fine blocks.

PIN OAK and RED OAK—Sizes 6 to 12 feet.



### EVERGREENS

RETINOSPORA Picifera Aurea, Plumosa and Squarrosa. Sizes up to four feet.

NORWAY SPRUCE—Sizes up to 6 feet.

AMERICAN ARBOR VITAE—Fine block 3 to 5 ft.

*Good supply of many leading varieties of shrubs.*

**W. B. COLE**

Painesville, - - - Ohio.

# RAFFIA

Dependable Brands

**RED STAR XX SUPERIOR  
AA WEST COAST ARROW**

Bale Lots or Less

## LILY BULBS

**LILIUM AURATUM RUBRUM  
MAGNIFICUM ALBUM**

All Hardy Varieties in Case Lots, 8-9", 200 per Case; 9-11", 150 Per Case

## BAMBOO CANES

**NATURAL, in 6 ft. Japanese and Domestic  
DYED GREEN in 18" to 3½ ft. sizes**

In Bale Lots of 2000 Per Bale

**English Manetti Stocks, 5/8 mm.  
Rosa Mult. Japonica Seeds and Stocks  
Palm Seeds**

*Write for Prices, Specifically Stating Your Requirements*

**McHUTCHISON & CO.**

95 Chambers Street, New York City

## L. R. TAYLOR & SONS

Topeka, - - - Kansas

**FOR FALL 1921**

**A Fine Lot of  
APPLE SEEDLINGS  
FRENCH PEAR SEEDLINGS**

**—ALSO—**

**Apple Trees**

**Peach Trees**

**Pear Trees**

**Cherry Trees**

**Forest Trees**

**Grape Vines**

## The Rakestraw-Pyle Company

Kennett Square, Pa.

**Offer the Following Stock:**

**ENGLISH BEECH**

6-8 ft., 8-10 ft., 10-12 ft., 2-3 in., 3-4 in., 4-5 in.

**CATALPA SPECIOSA**

8-10 ft., 10-12 ft., 2-3 in., 3-4 in.

**WHITE DOGWOOD**

4-6 ft., 6-8 ft., 8-10 ft.

**HORSE CHESTNUT**

6-8 ft., 8-10 ft., 10-12 ft., 2-3 in., 3-4 in., 4-5 in.

**AMERICAN, ENGLISH & SILVER LINDEN**

8-10 ft., 10-12 ft., 2-3 in., 3-4 in., 4-6 in.

**PIN and RED OAK**

8-10 ft., 10-12 ft., 2-3 in., 3-4 in., 4-5 in.

**SYCAMORE MAPLE**

8-10 ft., 10-12 ft., 2-3 in., 3-4 in., 4-6 in.

**NORWAY MAPLE**

2-3 in., 3-4 in., 4-6 in., 6-8 in.

**SALISBURIA**

8-10 ft., 10-12 ft., 2-3 in., 3-4 in.

**WHITE PINE**

6-8 ft., 8-10 ft.

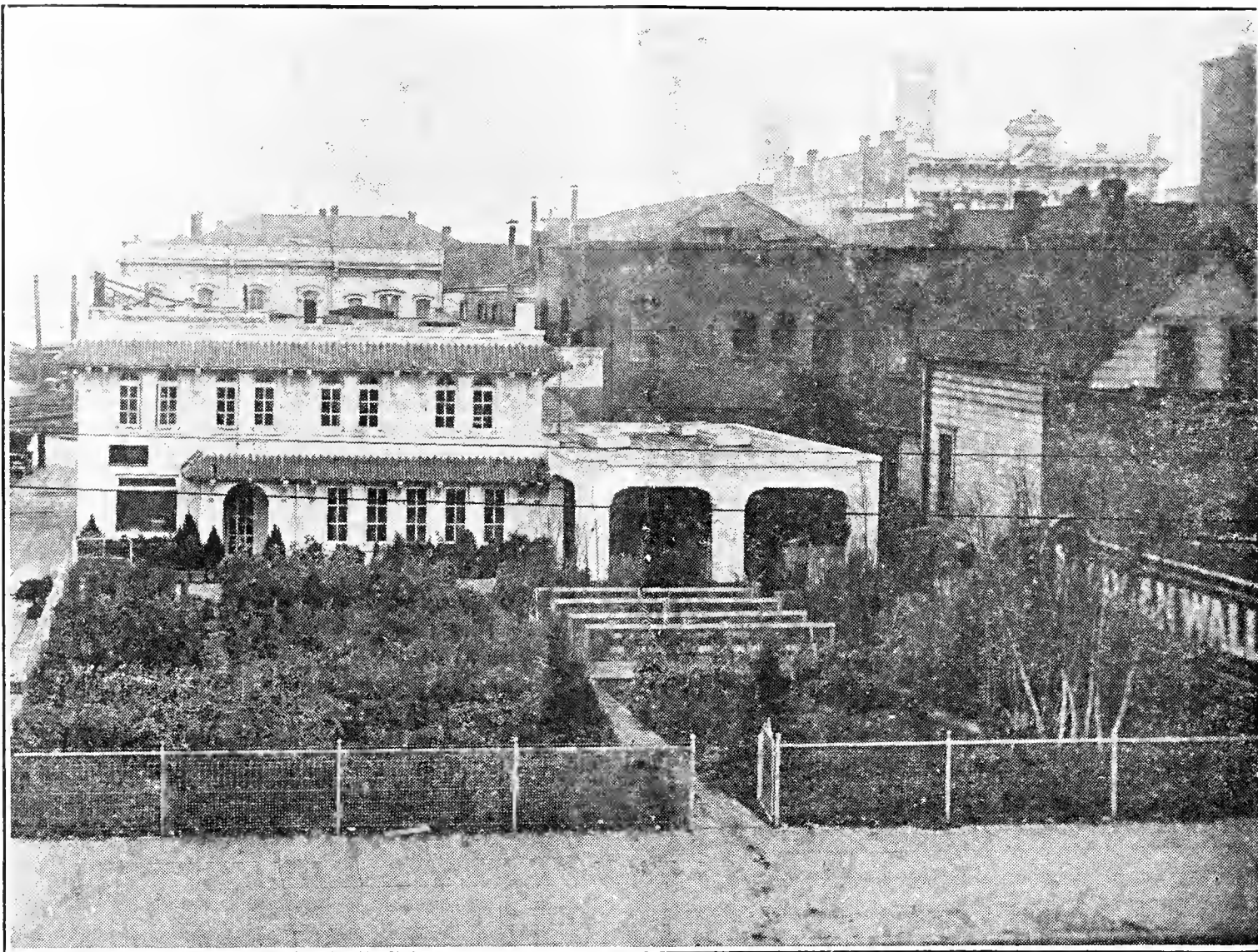
**HEMLOCK SPRUCE**

4-5 ft., 5-6 ft., 6-8 ft.

**RETINOSPORA PISIFERA AUREA**

4-5 ft., 5-6 ft., 6-8 ft., 8-10 ft.

## The New Office of J. B. Pilkington, Portland, Oregon



Progressive enterprise is characteristic of the nurserymen of the west. One of the chief needs of the nursery industry is to have show windows or display grounds in the city or centers of population. Nurseries are of a necessity usually located out in the country, often times somewhat difficult of access and the only means of bringing their products to the attention of the public is by catalog and nursery salesmen.

As evidenced by the accompanying picture Mr. Pilkington displays his goods in the shopping district along with the automobile man and dry goods merchant. In fact the former location of his office and show grounds was sold for the purpose of establishing a gasoline sta-

tion. The picture shows the new location at the corner of Second and Salmon streets, one block from the old. He has erected a modern up to date office and packing house and laid out attractive show grounds. The reader can judge for himself the immense value in advertising and sales such a location would insure.

Mr. Pilkington carries a full line of ornamental stock adapted for growing in upper California, Oregon, and Washington as well as fruits and does a very extensive retail and landscape business.

The nursery is situated at Durham Station on the Oregon Electric railway.

### Obituary.



#### WILLIAM PURDOM

News comes from England that William Purdom, of the Chinese Forest Service, died November 7. Mr. Purdom was well known in the horticultural world through his exploration of China and the many notable plants introduced through his efforts.

Originally with James Veitch & Sons, England, he later entered Kew and then was commissioned by Veitch

& Sons and the Arnold Arboretum to go to China and hunt horticultural treasures, later being appointed to the Chinese Forest Service, which position he was holding at the time of his death.

#### MRS. THOMAS A. MacBETH

Nurserymen will sympathize with Thomas A. MacBeth, Springfield, Ohio, whose wife died Sunday, November 27, following an operation at the hospital.

Mrs. MacBeth will be sadly missed as she was much beloved by neighbors and friends and a faithful worker in the Covenant Presbyterian Church of which she was a member.

## THOROUGHLY MATURED, AMERICAN GROWN SEEDLINGS.

We have the location, soil and climate necessary to produce first class, THOROUGHLY MATURED seedlings.

We irrigate, consequently have moisture under control. Stock grows steadily all summer without interruption, and our crisp dry fall weather, with no rains to keep up growth, enables us to mature stock perfectly.

Our location on the Yakima Indian Reservation, far removed from old orchards and forests where our leases are changed every few years, keeps our soil free from pest and disease.

**We Can Still Supply**  
**APPLE SEEDLINGS**  
 (Straight or branched roots)  
**JAPAN PEAR**

**AMERICAN PLUM**  
**MYROBOLAN**  
**MAZZARD**

*We guarantee to please you with our stock, grade and pack.*

**WASHINGTON NURSERY COMPANY, Toppenish, Washington**

We have in storage a complete line of nursery stock in small quantity, but in addition have a fine lot of Peach principally Elberta,  $\frac{3}{16}$  and  $1\frac{1}{16}$  500 pear,  $\frac{3}{16}$  and  $1\frac{1}{16}$ . Keifer and Garber, Mulberry seedlings, Black Walnut seedlings, Red Phlox, Snowberry, White and Red Piplant seed, Sweet Chestnut  $\frac{1}{2}$  inch up to  $2\frac{1}{2}$  inches, 4 to 7 ft. Clematis Pan. Will sell this stock at a low price. The above stock is strictly first class. Write us for particulars, can ship quick.  
**GRAHAM NURSERY CO., Mechanicsville, Cedar Co., Iowa.**

**M. KOSTER & SONS, BOSKOOP, HOLLAND.**

offer to grow on **CONTRACT**  
**MANETTI** and other stocks  
 for the American trade.

**850,000**  
**60 VARIETIES**

# GRAPE-VINES

A large stock of TWO and THREE-YEAR VINES, also SMALL FRUITS, EVERGREENS and PERENNIALS, fibrous rooted, strong, first-class and guaranteed strictly true. Price List free. LEWIS ROESCH, FREDONIA, N. Y.

## EVERGREENS

Seedlings—Transplants

Millions of Them

|                            |                           |
|----------------------------|---------------------------|
| Arbor Vitae—American       | Engelmans Spruce          |
| Arbor Vitae—Compacta       | Irish Juniper             |
| Arbor Vitae—Douglas Golden | Jack Pine                 |
| Arbor Vitae—Globosa        | Juniper Savina            |
| Arbor Vitae—Hoveys Golden  | Juniper Tamariscifolia    |
| Arbor Vitae—Pyramidalis    | Norway Spruce             |
| Arbor Vitae—Siberian       | Pinus Mugho               |
| Arbor Vitae—Tom Thumb      | Pinus Flexilis            |
| Arbor Vitae—Orientalis     | Pinus Ponderosa           |
| Arbor Vitae—Geo. Peabody   | Pitch Pine                |
| Austrian Pine              | Pinus Densifolia          |
| Balsam Fir                 | Red Cedar                 |
| Biota                      | Red Spruce                |
| Black Hills Spruce         | Retinispora (3 varieties) |
| Colorado Blue Spruce       | Swedish Juniper           |
| Concolor                   | Scotch Pine               |
| Douglas Spruce             | White Pine                |
|                            | White Spruce              |

A Fine Stock of Large-size Shade Trees

|          |            |           |
|----------|------------|-----------|
| Elm      | Linden     | Hockberry |
| Ash      | Soft Maple | Pin Oak   |
| Burr Oak | Red Oak    |           |

Especially Attractive Prices on Large Orders

Also a Complete Line of Fruit and Ornamental Stock

**SHERMAN NURSERY CO.**

**Charles City, Iowa**

## STRAWBERRY PLANTS

**SPRING 1922 DELIVERY**

*a fine lot of*

**PROGRESSIVE**

**AROMA**

**GIBSON**

**OTHER LEADING VARIETIES**

*SEND US YOUR WANT*

*LIST FOR PRICES*

**STEVENSVILLE NURSERIES**

**Stevensville, Mich.**

## NORTHERN NURSERYMEN'S RETAIL ASSOCIATION

The Northern Nurserymen's Retail Association held their annual convention at the Curtis Hotel, Minneapolis, Minn., December 12 and 13. This association's members comprise all the leading firms of Minnesota, Wisconsin, Northern Iowa, North Dakota and South Dakota, and practically every member was present at every session.

The meeting was very successful, all having a good time and a very profitable one. The spirit in evidence at the meeting was very gratifying as a frank discussion of the problems peculiar to the locality took place and all showed their willingness to help each other and to co-operate for the benefit of the trade.

The following was the program carried out:

### PROGRAM

#### MONDAY

10.00—President's Address.....E. C. Hilborn  
10.30—Retail Nurserymen's Association .....L. J. Tucker  
11.00—Discussion.....E. M. Sherman

#### LUNCHEON

1.30—The American Association of Nurserymen...M. R. Cashman  
2.30—The Business Outlook .....T. A. Torgeson  
3.30—Discussion .....C. A. Chinberg  
4.00—New Fruits for Minnesota .....Prof. W. H. Alderman  
4.30—Discussion .....C. H. Andrews

#### TUESDAY

9.30—Organization—A Big Factor in Business, Thos. E. Cashman  
10.00—Nursery Prices.....E. M. Sherman  
10.30—Report of Price Committee  
Discussion

#### LUNCHEON

1.30—Who Are Entitled to Wholesale Prices...R. D. Underwood  
2.00—Discussion .....John Hawkins  
2.30—Report of Contract Committee .....E. A. Smith  
3.00—Discussion .....V. L. Rushfeldt  
3.30—Nursery Supplies .....D. M. Mitchell  
4.30—Discussion .....L. J. Westley  
Question Box .....Free for All  
6.00—Banquet. Business. Round Table Talks.

### C. L. VANDERBROOK & SON

From the *Berberis Thunbergi* center of the nursery world, namely, Manchester, Conn., a new firm has been organized under the name of C. L. Vanderbrook & Son.

This concern has for its guidance Mr. C. L. Vanderbrook, who for the past twelve years was with one of the largest concerns in the East, noted for its vast propagation of cuttings and raising of *Berberis Thunbergi* seedlings.

Previous to his experience with this concern, he faithfully served the firm of Jackson & Perkins for seventeen years.

Mr. Vanderbrook has an extensive knowledge of the nursery business and thoroughly understands every phase of it.

We were wondering in what form the season's greetings would be distributed by the Chase Nursery Co., Inc., Chase, Ala.

The Autobiography of Peach Brandy of last year got us in the habit of expecting things.

We were not disappointed—*Enneas Africanus*, by Stillwell Edwards—is the title of the little book bearing the Chase greetings.

A sidelight on southern American life, indirectly, ex-

quisitely portrayed, such humor cannot help but spread the doctrine of

"Peace on earth, good will among men."

### A CITATION BY ROBERT PYLE

If with pleasure you are viewing any work a man is doing,

If you like him or you love him tell him now;  
Don't withhold your approbation, till the parson makes oration

And he lies with snowy Lilies o'er his brow.

For, no matter how you shout it, he won't really care about it;

He won't know how many tear drops you have shed.  
If you think some praise is due him, now's the time to slip it to him.

For he cannot read his tombstone when he's dead.

More than fame and more than money, is the comment kind and sunny.

And the hearty warm approval of a friend.  
For it gives to life a savor, and it makes you stronger, braver,

And it gives you heart and spirit to the end.

If he earns your praise, bestow it, if you like him let him know it;

Let the words of true encouragement be said:  
Do not wait till life is over and he's underneath the clover,

For he cannot read his tombstone when he's dead.

*Florists' Exchange.*

### BULLETIN OF THE SOUTHERN NURSERYMEN'S ASSOCIATION

There are such things as Business Barnacles.

During the big war, one of Uncle Sam's speediest destroyers, after many months service scouring the Atlantic in search of enemy submarines, was taken into an Eastern naval yard and dry-docked for repairs.

Two hundred men worked nearly an entire day scraping approximately 600 tons of animal and plant life from the vessel's sides and bottom. This tremendous quantity of sea life had accumulated in less than two years. It weighed down the ship to such an extent that naval men said her efficiency was greatly reduced, requiring from 25 to 40% more coal to maintain normal speed.

Every business in the country has its barnacles which tend to decrease momentum. *What about your business and my business?*

Do we seek to determine the cause of the impedimenta—

The increased overhead—

The pull of the undertow—

The slow down, if any—

The lack of enthusiasm—

The drift of the current—

The port which we shall eventually enter?

Or

Does our pessimism make us happy—



Order your season's supply of  
**SPHAGNUM MOSS**

now while prices are most favorable for you. Delivery when you want it, now or later. Amundson Sphagnum moss in wired balls is produced particularly for nursery uses and is guaranteed by us to be satisfactory in every way.

Prices and information at your request.

**The A. J. Amundson Co.**

Lock Box 2

CITY POINT, WISCONSIN



NOT PRICE

BUT QUALITY

## TREE SEEDS

LET US QUOTE YOU OUR ATTRACTIVE PRICE

**T. SAKATA & CO.**  
**SEED GROWERS & MERCHANTS**  
Kanagawa, Yokohama, JAPAN

**RICE BROTHERS CO.**  
Geneva, N. Y.

|         |    |                  |
|---------|----|------------------|
| A       |    | Fruit trees      |
| General | on | Ornamental trees |
| Surplus |    | Shrubs and Roses |

Write for prices.

**W A N T E D**  
**BARBERRY THUNBERGII**, 1½ to 2 ft.  
Write Us How Many You Can Offer and Price  
**THOMAS B. MEEHAN CO.**, Dresher, Pa.

We offer one year Apple, one year and June Bud Peach and California Privet, send us your list for prices.

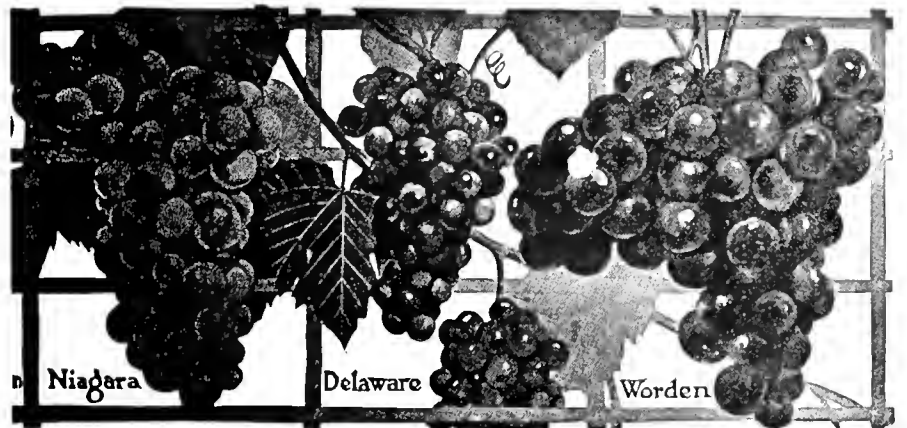
**Chattanooga Nurseries, Chattanooga, Tenn.**

## LANDSCAPE PHOTOGRAPHS

My Land scape Photographs give good satisfaction to the companies using them. One hundred fifty-two firms use these views. Something you need badly at a moderate price. Circular of numbered plates sent free.

**B. F. CONIGISKY**

227 N. Adams St., Peoria, Ill.



**T. S. HUBBARD CO., Fredonia, N. Y.**

Growers of Grape Vines and Small Fruit Plants  
For Garden and Vineyard Planting

Established 1866

Send for Catalogue

## SURPLUS, WINTER and SPRING 1922

PEACH TREES, one year from bud, full assortment, all grades.

PLUM ON PEACH, extra fine, mostly Black Beauty, Burbank, Wickson, Wild Goose.

APRICOT ON PEACH, Superb, Moorpark, Royal.

ONE YEAR APPLE. Commercial sorts. Strong on Jonathan, Winesap, Grimes Golden, Stayman Winesap.

Write for quotations on any of the above. Indicate varieties, grades and quantities desired.

**NEW HAVEN NURSERIES**  
NEW HAVEN, MISSOURI.

## COMMERCIAL NURSERY CO. Has Peach Trees

If you are going to need Peaches, it will pay you to have correspondence with us.

Have good assortment in heavy grades.  
Write us at

**Decherd, Tenn.**

## PEACH PITS

**The Howard -- Hickory Co.**  
**Hickory - - N. C.**

## SURPLUS

300 American White birch 2 to 3 inches in diameter fine. Surplus in Hydrangea PG. Spirea VH, snowberry, cornus, Eng. Ivy, currant, Gooseberry, grape, apple, plum, cherry. Cumberland raspberry. Let us quote you for spring trade.

## WANTED

Cut Leaf birch. Variegated cornus, flowering almonds scions. Send surplus lists regular, Clematis Jack. Quote us prices on the above and quantity you can furnish.  
Second hand Trencher, first class shape.

**KILLMER-BRADY NURSERIES**  
SAINT PAUL, MINNESOTA, U. S. A.

Are we a little more nervous—  
 A little less confident each day—  
 Have we lost poise, foresight and staying power—  
 Are we "bears instead of bulls"—  
 Are we going or coming?

Let us strip for action. Let us dry-dock our business and scrape off the barnacles by developing our resources to the nth power—co-operation, publicity, faith in our business, each other and the future.

Let us—well—

FULL STEAM AHEAD.

#### ILLINOIS STATE NURSERYMEN'S ASSOCIATION

The Executive Committee of the Illinois State Nurserymen's Association held an important meeting in Chicago, on December 10th. The convention of this association will be held in Chicago, on January 19th and 20th. The hotel will be decided a little later. The Executive Committee is increasing the effort of putting into effect a Standard Practice Service as outlined at the last convention. Any nurseryman outside of the Illinois Association who is interested or who desires to co-operate can obtain full information by writing the secretary, J. A. Young, Aurora, Illinois.

The Executive Committee formulated a plan of co-operation with the Planting Service Bureau now being conducted by Mr. F. F. Rockwell. The secretary was directed to secure from members of the Illinois Nurserymen's Association the names of the newspapers and forward to Mr. Rockwell; also, that Mr. Rockwell is to forward to the association advanced copies of the articles and the members of the association will undertake to see that they are published in the various papers.

#### CONTROLLING DAMPING-OFF

##### IN FOREST NURSERY STOCK

The best method of controlling damping-off in forest nursery stock appears to be the disinfectant treatment of the seed bed, say specialists of the United States Department of Agriculture, who have recently completed a series of investigations to work out control measures. A report of their investigations has just been published as Department Bulletin 934, Damping-Off in Forest Nurseries. Sulphuric acid, they say, has been found very useful for conifers, as they are apparently especially tolerant of acid treatment.

In most nurseries, if the minimum effective quantity of acid is used, there is no need of any special precautions to prevent injury to the seedlings. The minimum quantity must be determined for each locality, for the specialists say that no single treatment can be found that can be universally applied without change in details.

The most serious losses in conifers, according to the bulletin, are from the root-rot type of damping-off, which occurs after the seedlings appear above the ground. This type of the disease is most serious under extremely moist atmospheric conditions. The type of damping-off which appears later when the stems become too rigid to decay easily is ordinarily less important than the earlier type. Seedlings more than two months old are, as a rule, able to recover from infections. The specialists be-

lieve that thick sowing favors the disease, and that soil acidity is in general unfavorable to it.

#### PREVENTION OF PLANT DISEASES

New orders have been issued in Great Britain looking to the prevention of plant diseases in that country. They are evidently having the same trouble in regard to importations as are we in this country. The establishment of quarantine stations at which all plants arrive in the country is not considered favorable as it would necessarily involve the employment of a highly trained and expensive staff besides hampering trade.

They have come to the conclusion that the proper procedure is to put the costs and responsibility on the country from which the stock is imported.

The Ministry accordingly have supplemented the previous Order by "The Sale of Diseased Plants Order," which makes it an offence for plants which are substantially attacked with certain specified pests to be sold within the country.

It will be seen that the first Order establishes a system of defence which is mainly worked by, and at the expense of countries desiring to export plants, etc. to this country, and that the record offers an encouragement to nurserymen to aim at a condition of healthiness and cleanliness among their trees and plants by stopping the circulation of diseased and unsatisfactory stocks.

#### WHITE PINE BLISTER RUST

The Federal Horticultural Board, United States Department of Agriculture, will hold a public hearing on January 23, 1922, to consider the advisability of extending the present Federal quarantine on the white pine blister rust to include the State of Washington. Any person interested in the proposed action may appear and be heard either in person or by attorney.

The white pine blister rust was recently found on planted white pine at Vancouver, British Columbia, and on cultivated black currants at several other points in that vicinity. It has apparently extended its range from British Columbia into the northwestern corner of Washington, as it has been found at Sumas City and Mount Vernon.

#### DEHYDRATING FRUITS AND VEGETABLES

An interesting pamphlet has just come to hand from the Domestic-Dehydrator Corporation, 489 Fifth Avenue, New York City, explaining a new method of preserving fruits, vegetables in the home. While we do not pretend to know much about the process it seems to be logical, clear and simple. It is easy to see what a tremendous value and interest this will be to fruit growers, in fact every one who has a garden or fruit trees. When by a simple process the fruit and vegetables may be preserved.

Dehydration in the home should be of extreme interest to the nurserymen as it suggests tremendous possibilities in encouraging increased plantings by the home growers of these products. Apart from the elimination of the tremendous waste of food products throughout the country for lack of a simple inexpensive method of preserving them.

# DO NOT FORGET!!! RAFFIA

The cheapest and best material for Budding and Tying is RAFFIA. We can ship promptly. Standard Brands:- RED STAR, X. X. SUPERIOR, A. A. WESTCOAST. Write for prices.

THOMAS B. MEEHAN CO., Dresher, Penna.

## American Grown Fruit Tree Stocks

Apple Seedlings, Straight or Branched. Also Pear Stocks from French and Japan Seed, Americana Plum, Mahaleb Cherry and Peach Seedlings in all Grades. Car Lots to Central Points.

## Foreign Grown Stocks

Apple, Pear, Mahaleb, Mazzard, Myrobolan, Quince, Manetti and Multiflora. All Grades. In Prime Condition. Can quote in France or out of Customs in New York or at Shenandoah, Iowa. Prices reasonable.

Remember our Complete Line of General Nursery Stock for Fall and Spring Trade. We are now ready to do business. Submit List of Wants for Prices to

## SHENANDOAH NURSERIES

D. S. LAKE, President

SHENANDOAH, IOWA

Rose Stock of Manetti cuttings  
Canina cuttings and seedlings  
Multiflora Japonica (cuttings and seedlings)  
Multiflora (Seven Sisters) cuttings  
Rugosa cuttings  
Rugosa stems 5-6 and 6-7 feet  
for standard and weeping roses  
Quince cuttings 5-8, 7-12 m m  
Pear Seedlings 3-5, 5-8, 7-12 m m  
Apple seedlings 3-5, 5-8, 7-12  
Apple transplanted 5-8, 7-12, 10-15 m m  
Morello Cherry 5-8, 7-12, 10-15 m m  
Mahaleb 5-7, 7-12 m m  
Myrobolan 3-8, 5-7, 6-10 m m  
St. Julien 3-8, 5-7, 7-12 m m  
Azalea Ponticum stock } for grafting  
Rhododendron Ponticum stock } purposes  
Blue Spruces, Azaleas, Rhododendrons, 1 and 2 yr. } Under  
grafted for lining out } Special  
And other young stock } Permit

All stock is free of disease and pest

KROMHOUT & CO. - BOSKOOP, HOLLAND

Telegraphic Address, Kromhout Co., Boskoop



STOCKS FOR PROPAGATING  
HARDY - STURDY - HEALTHY  
THE STOCKS FOR EVERY SOIL AND CLIMATE

For Prices That Defy Every Competition, Apply to the  
General Sales Agents:

## FELIX & DYKHUIS

Fruit Tree and Rose Stock Specialists

BOSKOOP, HOLLAND

Established 1866

## NAPERVILLE NURSERIES

— Growers of —

Trees, Evergreens, Shrubs, Perennials, etc.

Lining Out Stock

NAPERVILLE, ILL.

TELEPHONE, NAPERVILLE No. 1.

## W. T. HOOD & CO. OLD DOMINION NURSERIES

Richmond, Virginia

Surplus Norway Maples (large size), Silver Maples, Sugar Maples, Red Oaks, Pin Oaks, California Privet,  $\frac{6}{12}$ ,  $\frac{12}{15}$  and  $\frac{15}{18}$  inch; Amoor River Privet, South,  $\frac{18}{24}$  and  $\frac{24}{36}$  inches; Magnolia Grandiflora, one-year peach; Concord Grapes. Can use in exchange: Apples, Cherry and Standard Pear; Small Evergreens and Shrubs and  $\frac{9}{8}$  ft. Norway Maples; Blackberry Root Cuttings. Roses: Budded Roses and Roses on own roots.

We Now Offer

California Privet, Assorted Shade Trees,  
Norway Spruce (Sheaved), Peach Seed (Naturals)

H. F. HILLENMEYER & SONS

Lexington, Ky.

## TREE SEEDS

Keep Up Your Stock By Planting Tree, Shrub,  
Perennial and Fruit Seeds  
Send for Catalogue.

CONYERS B. FLEU, JR.

GERMANTOWN, PHILADELPHIA.

# LABELS FOR NURSERYMEN

THE BENJAMIN CHASE CO.

DERRY, N. H.

When writing to Advertisers please mention the National Nurseryman.

## PLANTING DISTANCES

It is all right to have fixed distances between the rows and in the rows between the plants in the nursery, but it would require a large table to cover the many plants that are grown in all their various stages.

As in all other knowledge experience is the best teacher, in fact is the only teacher worth while. The experience of others however carefully recorded is a poor substitute as compared with actual experience of your own.

In deciding distances at which to set plants economy of ground and labor is the deciding factor.

If the planter can mentally vision the growth and the labor and cultivation that will be required to bring his plants to the stage when they will have to be transplanted, be it one month or three years, he will not be very far out in his spacing.

Sometimes however experienced with such plants as are used for ground cover, or vines, the planter makes a mistake, gets them too close, expecting to clean them by hand until such times as they will cover the ground and take care of themselves. The weeds get ahead and the labor entailed to keep them clean makes him regret it and form resolutions never to plant again except in rows wide enough for either the horse or hand cultivator.

A recent experience with small evergreens was a case in point. Rooted evergreen cuttings were planted out in rows, being so small they were planted in rows about 9 inches apart to save ground and labor. It was easy to keep them clean through the summer, but through lack of time to clean a fall crop of weeds were allowed to establish themselves, these practically smothered the plants before the plants could be hoed in the spring necessitating a lot of costly hand weeding to clean them. Had the rows been wider apart so the cultivator could have been used the labor would have been much less.

Transplanting every other row made it possible to keep them clean with a minimum amount of labor.

It is doubtful economy however small the plant or however slow growing to plant in beds or in rows too close for the cultivator.

Even with vines and ground cover plants such as *Vinca minor* *Pachysandra terminalis*, or the creeping herbaceous plants it is less costly to raise them, everything considered, if planted in rows wide enough to cultivate, it reduces the hand weeding and hoeing to a minimum.

In Holland where land is valuable and every foot has to produce its quota it is a common practice to plant an occasional row of trees among the shrubs and evergreens. This gives the trees plenty of head room to develop into nice specimens and if not overdone has a beneficial effect on the smaller plants.

It is a practice that could be followed to an advantage in this country. It does at least make the nursery look interesting and does not interfere with the economical working of the ground.



**WANTED—Large Evergreen stock in carload lots; we will do digging. Send snapshots and inventory. We purchase entire well-located nurseries, with or without property.**

**LEWIS & VALENTINE CO.**

**47 W. 34th Street,  
NEW YORK CITY**

**Roslyn, L. I.      Rye, N. Y.      Ardmore, Pa.**



## WANTED

### FOR SALE

N. C. Natural peach seed.

### WANTED

Norway Maples, Evergreen and shrubs for lining out.

**E. W. JONES, Nursery Co.,**

**Woodlawn, Va.**

**WANTED—NURSERY FOREMAN.** Knowledge of varieties and of propagation not as important as ability to handle help. Address G. H., Care National Nurseryman, Hatboro, Penna.

**WANTED** to exchange American plum seedlings, Laurel leaf willow, Golden Willow, American Ash, Carolina poplar, Canadian Poplar, Box Elder, Russian Olive seedlings and trees for apple, cherry and lining-out stock.

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Owatonna, Minn.

Graduate Forester with 4 years experience in Civil Engineering entailing surveys, grading, plans, etc., would like position with prominent and growing Landscape Gardening firm. Box 1, Care National Nurseryman.



# Retinosporus Pisifera, Squarosa Veitchii

Per 100 and per 1000

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FREDONIA, N. Y.

Let us quote you prices on your requirements in one and two year **GRAPE VINES, CURRANTS** and **GOOSEBERRIES** for immediate or early spring shipment.

You will find our prices and grading right.  
Write us before placing your order.

If You Are in the Market for Clematis Paniculata, 2 Year No. 1, and California Privet, 2-3',  
Write for prices and samples.

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Budded Stock Only

H. P. Field Grown

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Carol Plantation Nurseries - Theodore, Ala.

For Perennials, Gladiolus, Dahlias and Cannas

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Perennial Specialists,

HOLLAND

MICHIGAN

### EVERBEARING STRAWBERRY PLANTS

If you need Everbearing strawberry plants to fill spring orders or if you wish to increase your planting in nurseries, we can supply you with genuine **PROGRESSIVE** Everbearing plants, guaranteed to be **TRUE TO NAME** and handled so as to reach you in best of growing condition. Write for prices.

We have been growing and breeding the Everbearing strawberries for the past eight years and have many new varieties growing in our experimental grounds that are not yet for sale. We invite a personal visit to our grounds during fruiting season, preferably during August or September. The latch string is always out.

THE GARDNER NURSERY CO., Drawer 103, Osage, Iowa.

### GRAPE VINES

GROWN  
GRADED  
PACKED  
PRICED

## RIGHT

### HARRY W. JOINER

PERRY

OHIO

### CALIFORNIA PRIVET

ASPARAGUS  
RHUBARB

CUMB. RASPBERRY  
SNYDER B. B. R. C.

well rooted vigorous plants

Peach in Asst. Shade trees in grades. Prices right

THE WESTMINSTER NURSERY

WESTMINSTER, MD.

\*\*\*\*\*  
★ **STRAWBERRY PLANTS, STANDARD and EVERBEARING** ★  
★ **LUCRETIA DEWBERRY**, all tip plants. ★  
★ **ASPARAGUS**, 1 year old roots. ★  
★ My quality and prices justify a part of Your Patronage. ★  
★ Let us talk it over. ★

V. R. ALLEN

SEAFORD, DELAWARE.

### Ampelopsis Veitchi (Boston Ivy)

The largest stock in existence, 1, 2 and 3 year. Transplanted, well graded plants that will please. Special rates on large quantities. Satisfaction guaranteed. Order soon.

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Hightstown, N. J.

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"Ready Made" Nursery, Seed and Fall Bulb Catalogues, with your name and address on the front cover. Beautifully illustrated with natural colors on cover pages. We keep them in stock for prompt shipment. Ask for sample. They will greatly increase your sales—and they don't cost much.

CAMPBELL PRINTING COMPANY

917 Walnut Street,

Des Moines, Iowa.

## WOOD LABELS

For Nurserymen and Florists

### Dayton Fruit Tree Label Co.

South Canal St., Dayton, Ohio

ESTABLISHED 1893

## THE NATIONAL NURSERYMAN

INCORPORATED 1902

The only Trade Journal devoted exclusively to the interests of growers and dealers in nursery stock.

Edited by a practical nurseryman, Ernest Hemming, Flourtown, Pennsylvania, to whom all correspondence pertaining to the Editorial Department, should be addressed.

Nurserymen cannot afford to be without a trade paper. The advertising pages, patronized by all leading nurserymen throughout the world, will save many dollars to the subscriber. These pages are a record of the stock offered for sale.

SUBSCRIPTION PRICE \$1.50 per year in advance. FOREIGN SUBSCRIPTIONS \$2.00 per year in advance.

ADVERTISING RATES ON APPLICATION

### THE NATIONAL NURSERYMAN PUBLISHING COMPANY Incorporated

Subscribers to "Nurserymen's Fund for Market Development."

HATBORO, PENNA.

When writing to Advertisers please mention the National Nurseryman.

# Bobbink & Atkins

Nurserymen and Florists

Subscribers to "Nurserymen's Fund for Market Development."

10,000 Sugar Maples; 8-10 ft., 1-1-1/4".  
2,000 Berberis thunbergi; 3-4 ft. clumps.  
1,000 Euonymus Japonica, 18-24.  
1,000 Euonymus Japonica, 2-3.

Samples and Prices on Request

**J. Van Lindley Nursery Co.**

Pomona, N. C.

## The Gardeners' Chronicle

(Established 1841)

The BEST and OLDEST horticultural paper in England. Price 6 1/2d per week.

Send for free copy and subscription rates to:—

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W. C. 2, London, England

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This is The British Trade Paper being read weekly by all Horticultural traders. It is also taken by over 1000 of the best Continental houses. Annual subscriptions to cover cost of postage, \$1.00. Money orders payable at Lowdham, Notts. As the H. A. is a purely trade medium applicants should, with the subscription, send a copy of their catalogue or other evidence that they belong to the nursery or seed trades. Address

HORTICULTURAL ADVERTISER, Ltd.  
Lowdham, Notts, England

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A WIDE-AWAKE PAPER FOR

NURSERYMEN, FLORISTS AND GARDENERS  
Contains special features not found in any other trade journal.

Issued twice a month.

Price, \$1.00 a year.

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739 Boylston St., Boston.

RUTHERFORD, NEW JERSEY  
**Palms and Greenhouse Stock, Roses in Bush, Standard or Tree Form, Evergreens, Trees and Perennials.**

Boxwood, Rhododendrons, Andromedas, Ericas, Azaleas, Japanese, Ghent, and Mollis.  
Send Us Your Want List.  
Inspect Our Stock.

## SCARFF'S NURSERY

Headquarters for

**Small Fruit Plants**

and LINING OUT STOCK

|              |                   |                      |
|--------------|-------------------|----------------------|
| Strawberries | Grape Vines       | Horseradish          |
| Raspberries  | Privet            | Asparagus            |
| Dewberries   | Spirea            | Rhubarb              |
| Blackberries | Hardwood Cuttings | Barberry Seedling    |
| Elderberries | Iris              | Althea Seedling      |
| Currants     | Mulberries        | Calycanthus Seedling |
| Gooseberries | Sage              |                      |

Our list quotes lowest prices.

W. N. SCARFF & SONS  
NEW CARLISLE - - OHIO

A Fine Stock of

**Norway Maple, Silver Maple, European Sycamore**

and other Ornamental Trees in All Sizes

A beautiful lot of CUT LEAF BIRCH 8-10 ft. and 10-12 ft.  
Hardy Shrubs of all kinds

Also a limited supply of Fruit Trees and Small Fruit Plants.

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**Maple Bend Nursery**

**Perry, Ohio**

### CHARLES DETRICHE & SON

ANGERS, FRANCE

Growers and Exporters of Fruit Tree Stocks, Forest Tree Seedlings, Rose Stocks, Shrubs and Conifers for Nursery Planting.

For all information as to Stocks, Prices, terms, etc., address

**JACKSON AND PERKINS COMPANY,**  
(Sole Agents)

NEWARK - - NEW YORK

### Native Broad-leaved EVERGREENS

Ornamental Trees, Shrubs, Vines, Woody and Herbaceous Plants of the Blue Ridge Mountains, including: *Kalmias*, *Rhododendrons*, *Leiophyllums*, *Andromedas*, *Tsugas*, *Azaleas*, *Corylus*, *Oxydendron*, *Zanthorhiza*, *Ampelopsis*, *Lonicera*, *Shortia*, *Iris*, *Liliums Stenanthium*.

Approximately 500 species

Collections to Order in Carlots a Specialty  
Correspondence from large planters solicited.

ASK FOR PRICE LIST

**E. C. ROBBINS, PINEOLA,**

**Avery County**

**North Carolina**

#### TREES

Largest assortment in New England. Evergreens, deciduous trees, both common and rarer varieties. Sturdy, choice stock that can be depended upon. Send for catalog and special trade prices.

**The Bay State Nurseries**  
North Abington  
Mass.

#### SHRUBS

This New England soil and climate produce fine sturdy shrubs. Special trade prices. By the thousands, hardy Native and Hybrid Rhododendrons—transplanted and acclimated. Send your lists let us est.

# YES

We still have a  
large stock of

## EVERGREENS

Including a good  
supply of the scarce  
medium sizes.

Trees and Shrubs also.

We are headquarters  
for Taxus Canadensis,  
Pinus Mughus, Rhodo-  
dendron Carolinianum  
and Azalea Kaempferi.

**FRAMINGHAM NURSERIES**  
**Framingham, Mass.**

## Raspberry, Blackberry

### and other Small Fruit Plants

in large supply

Special prices for fall shipment

**J. T. LOVETT, Little Silver, N. J.**

## HILL'S EVERGREENS

Since 1855

For Fall 1921 and Spring 1922 delivery we have a large stock of choice and rare varieties of Evergreens for nursery planting. We also have a good supply of Deciduous Trees and Shrub stock for lining out. Careful packing given special attention. Trade List for Nurserymen only is now ready.

**The D. Hill Nursery Co., INC.**

Evergreen Specialist---Largest Growers in America

Box 401.

Dundee, Illinois.

## NURSERY BANDS

Makers of

## STEEL BOX TRAPPING

FOR

## NURSERY PURPOSES

AN ESSENTIAL TO FINISH YOUR JOB

AT A NEGLIGIBLE PRICE.

STANDARD SIZES USED BY NINETY

PERCENT OF THE NURSERY TRADE ARE

8 in. X 1 in. AND 12 in. X 1 in.

ANY SIZE CAN BE FURNISHED

WRITE FOR PARTICULARS

**American Steel Band Co.,**

888 Progress Street,

PITTSBURGH, PA.

## WARNING!

*There is going to be a big demand for Spring. Scarce items of Ornamental Stock are selling fast. Be prepared. Secure our list of Cellar Stock. Order now. Reserve your needs. Stock up.*

**Thomas B. Meehan Co.**

Wholesale Nurserymen

Dresher, Penna.

## Peonies A SPECIALTY

The cream of 1200 sorts

Some extra new ones

**THE WORLD'S BEST!**

Eighteen Acres

Write for our List

Cannas, Dahlias and Gladioli

**C. BETSCHER, Dover, O., U. S. A.**

## FRUIT TREES

### APPLE TREES

1 yr. budded  
11-16 to 7/8 inch  
5/8 to 11-16 inch  
1/2 to 5/8 inch  
1000 Grimes Golden  
3000 M. B. Twig  
10000 Stayman Winesap  
3000 Williams Early Red  
2000 Winesap  
2000 York Imperial  
4000 Yellow Transparent

### APPLE TREES

1 yr. budded and grafts.  
9-16 to 1 in. 4 to 6 ft.  
1/2 to 1 in. 4 to 5 ft.  
7-16 to 1/2 in. 3 to 4 ft.  
3/8 to 7-16 in. 2 to 3 ft.  
4000 Ben Davis  
4000 Delicious  
2000 Grimes Golden  
3000 Jonathan  
10000 York Imperial  
3000 M. B. Twig

200 R. I. Greening  
5000 Stayman Winesap  
1000 Winesap  
3000 Yellow Transparent

### BLACKBERRIES

Eldorado Lawton  
Early Harvest Iceberg Messereau

### RASPBERRIES

St. Regis

### PEAR TREES

2 yr. budded  
11-16 in. and up  
5/8 to 11-16 in.  
1/2 to 5/8 in.  
50000 Keiffer

### CHERRY TREES

2 yr. budded.  
11-16 in. and up  
5/8 to 11-16 in.  
1/2 to 5/8 in.  
1000 Early Richmond  
1000 Montmorency

### PEACH TREES

1 yr. budded.  
3/4 in. and up  
9-16 to 5/8 in.  
7-16 to 9-16 in.  
5-16 to 7-16 in.  
15000 Belle of Georgia  
4000 Elberta  
1000 Ray  
1000 Red Bird Cling  
1000 Slappey

### PEACH TREES

June buds  
18 to 24 in.  
12 to 18 in.  
6 to 12 in.  
5000 Carman 100000 Elberta

### GRAPE VINES

1 year No. 1  
15000 Niagara  
40000 Concord  
8000 Moore's Early  
4000 Delaware

## SPECIMEN EVERGREENS

100 Arborvitae, American 3 to 4 ft.  
100 " " 4 to 5 ft.  
100 " " 5 to 6 ft.  
100 " " 6 to 7 ft.  
100 " " 7 to 8 ft.  
500 " " 8 to 10 ft.  
500 " " 10 to 12 ft.  
50 " " 12 to 14 ft.  
100 Arborvitae, Chinese 4 to 5 ft.  
400 " " 5 to 6 ft.  
400 " " 6 to 7 ft.  
300 " " 7 to 8 ft.  
200 " " 8 to 10 ft.  
10 Arborvitae, Pyramidal 10 to 12 ft.  
15 Cedar, Blue Virginia 8 to 10 ft.  
5 " " 12 ft.  
5 Cedar, Indian 12 to 15 ft.  
20 " " 16 to 20 ft.  
50 Cedar, Red 7 to 8 ft.  
50 " " 8 to 10 ft.  
10 Cypress, Glory of Boskoop, 10 to 12 ft.  
25 Fir, Cephalonian 2 to 3 ft.  
52 " " 3 to 4 ft.  
25 " " 4 to 5 ft.  
50 " " 8 to 10 ft.  
50 " " 10 to 12 ft.

50 Hemlock, Canadian 2 to 3 ft.  
200 " " 3 to 4 ft.  
500 " " 4 to 5 ft.  
200 " " 5 to 6 ft.  
100 " " 6 to 7 ft.  
100 " " 7 to 8 ft.  
100 " " 8 to 10 ft.  
15 Juniper, Schott's 7 to 8 ft.  
100 Pine, White 3 to 4 ft.  
100 " " 4 to 5 ft.  
100 " " 5 to 6 ft.  
100 Pine, Scotch 3 to 4 ft.  
100 " " 4 to 5 ft.  
100 " " 5 to 6 ft.  
100 " " 5 to 6 ft.  
100 Pine, Austrian 3 to 4 ft.  
100 " " 4 to 5 ft.  
100 " " 5 to 6 ft.  
25 " " 12 to 14 ft.  
50 Ret. Jap. Golden Plumlike 5 to 6 ft.  
75 " " " 6 to 7 ft.  
75 " " " 7 to 8 ft.  
75 Ret. Japanese Plumlike 6 to 7 ft.  
75 " " " 7 to 8 ft.  
5 " " " 16 ft.  
10 Ret. Japanese Pea Fruited 7 to 8 ft.  
10 " " " 8 to 10 ft.  
50 Ret. Jap. Gold. Pea Fruited 7 to 8 ft.  
50 " " " 8 to 10 ft.

25 Ret. Veitch's Japanese 5 to 6 ft.  
25 " " " 6 to 7 ft.  
50 " " " 7 to 8 ft.  
5 " " " 12 to 15 ft.  
50 Spruce, Colorado Blue 8 to 10 ft.  
10 " " " 10 to 12 ft.  
50 Spruce, Douglas 4 to 5 ft.  
50 " " 5 to 6 ft.  
50 " " 6 to 7 ft.  
10 " " 8 to 10 ft.  
10 " " 12 to 15 ft.  
100 Spruce, Koster's Blue 10 to 12 ft.  
500 Spruce, Norway 2 to 3 ft.  
500 " " 3 to 4 ft.  
100 " " 4 to 5 ft.  
100 " " 5 to 6 ft.  
100 " " 6 to 7 ft.  
200 " " 7 to 8 ft.  
200 " " 8 to 10 ft.  
200 " " 10 to 12 ft.  
100 " " 12 to 15 ft.  
10 Spruce, Oriental 3 to 4 ft.  
10 " " 4 to 5 ft.  
10 " " 5 to 6 ft.  
10 " " 6 to 8 ft.  
25 Spruce, White 10 to 12 ft.  
25 " " 12 to 15 ft.

## SHADE TREES

1000 Maple, Norway 10-12 ft., 1 1/2-1 3/4 in.  
1500 " " 12-14 ft., 1 3/4-2 in.  
2500 " " 14-16 ft., 2-2 1/2 in.  
3000 " " 2 1/2-3 in.  
1000 " " 3-3 1/2 in.  
1000 " " 3 1/2-4 in.  
200 " " 4 in.  
500 Oak, Pin 5 to 6 ft.  
1000 " " 6 to 7 ft.  
1000 " " 7 to 8 ft.  
500 " " 8 to 10 ft.  
200 " " 10 to 12 ft.  
1500 Plane, Oriental 8 to 10 ft., 1 1/4 in.  
2000 " " 10 to 12 ft., 1 1/2 in.

3000 Plane, Oriental 12 to 14 ft., 1 3/4 in.  
3000 " " 14 to 16 ft., 2 in.  
3000 " " 2 1/2 in.  
1000 " " 3 in.  
500 " " 4 in.  
500 Poplar, Carolina 6 to 8 ft.  
500 " " 8 to 10 ft.  
100 " " 10 to 12 ft.  
500 Poplar, Lombardy 8 to 10 ft.  
1000 " " 10 to 12 ft.  
1500 " " 12 to 14 ft.  
1000 " " 14 to 16 ft.  
100 Walnut, Black 8 to 10 ft.  
100 " " 10 to 12 ft.

## Flowering Shrubs

200 Carolina Allspice 4 to 5 ft.  
300 Coral (Indian Currant) 2 ft.  
500 Deutzia, Pr. of Rochester 5 to 6 ft.  
500 Deutzia, Double White 5 to 6 ft.  
200 Sweet Scented Shrub 2 to 3 ft.  
300 Spirea Van Houttei 5 to 6 ft.

## CALIFORNIA PRIVET

20000 ..... 6 to 12 inches  
20000 ..... 12 to 18 inches  
20000 ..... 18 to 24 inches  
5000 ..... 2 to 3 feet

# HARRISONS' NURSERIES

J. G. HARRISON & SONS, Proprietors

Berlin,

Maryland





# THE NATIONAL NURSERYMAN



FEBRUARY 1922

Published Monthly at Hatboro, Penna., U. S. A., in behalf of the Trade Interests of Nurserymen, Seedsmen and Plant Growers in General

## THE MONROE NURSERY

Established 1847.

Offers a Fine Stock of  
**SPECIMEN EVERGREENS,  
FRUIT AND ORNAMENTAL  
TREES AND SHRUBS**

Will be pleased to quote on your list of wants

**I. E. Ilgenfritz' Sons Co.**  
Monroe, Mich.

Manufacturers of The I. E. Ilgenfritz' Sons Co.'s Celebrated  
Graft and Stock Planter and Firmer

## Mount Arbor Nurseries, —30 Years at Shenandoah—

Large acreage.—Large assortment.

We pride ourselves in having old and experienced help. Our grading and method of handling our stock will suit you.

We have a fine assortment of Fruit Trees, Small Fruits, Shade and Ornamental Trees, Ornamental Shrubs, Vines, Roses, Evergreens, and Forest Tree Seedlings. AND REMEMBER, we have a fine lot of Fruit Tree Stocks this year—

American Grown Apple and Japan Pear  
French Grown—Apple, Mahaleb, Mazzard  
Myroholan, Pear, Quince, Rose Stocks  
Manetti and Multiflora

We can offer French Stock for direct shipment  
SHENANDOAH or FRANCE

LET US QUOTE ON YOUR WANTS

**MOUNT ARBOR NURSERIES**  
E. S. WELCH, Pres.  
SHENANDOAH, IOWA.

## Strawberry Plants Everbearing and Standard

From November 1 to May 1

We can supply you healthy true-to-name, well-rooted plants. Fresh dug every day. Can ship to you or direct to your customers. Let us handle your Strawberry plant business this year. Our plants please our customers. They will please yours. Write for trade prices.

**The W. F. Allen Company**  
Strawberry Specialists,  
Salisbury -:- Maryland

**WE  
HAVE  
IT**

But  
will  
soon  
say

**WE  
HAD  
IT**

Anything from Ampelopsis Veitchii Seedlings  
to 15-ft. Norway Maples

Including full line of

|                            |                     |
|----------------------------|---------------------|
| <b>FRUIT TREES</b>         | <b>ROSES</b>        |
| <b>ORNAMENTALS</b>         | <b>SMALL FRUITS</b> |
| <b>HEDGE PLANTS</b>        | <b>RHUBARB</b>      |
| <b>FRENCH FRUIT STOCKS</b> | <b>SHRUBS</b>       |
| <b>FRENCH MANETTI</b>      | <b>VINES</b>        |

and many other items

Sold close on **BARBERRY THUNBERGII** and  
**MULTIFLORA JAPONICA ROSE**  
**SEEDLINGS**

Send us your want list. Ask for our wholesale bulletin.

**C. R. BURR & COMPANY**  
MANCHESTER, CONNECTICUT

The  
Preferred  
Stock

The  
Preferred  
Stock

# ROSES

have always been one of our principle SPECIAL-  
TIES, and it has been our aim to keep abreast with  
the times in stocking the newer and better kinds.  
RIGHT NOW our supply is limited but our assort-  
ment is the best ever.

Have you seen BULLETIN NO. 3—mailed Jan-  
uary 23rd? If not, a line from you will bring it.

TO DO BUSINESS YOU NEED STOCK. WE  
HAVE IT, probably the most complete general as-  
sortment being offered today, all graded to the  
highest standard and for sale TO THE TRADE  
ONLY.

*AT YOUR SERVICE*

**Jackson & Perkins Company**  
WHOLESALE ONLY

Newark, - - New York State

The  
Preferred  
Stock

The  
Preferred  
Stock

## Bunting's Nurseries

G. E. Bunting & Sons, *Proprietors*

Selbyville - Delaware

OFFER FOR DELIVERY

Spring 1922

**STRAWBERRY PLANTS**

**RASPBERRY PLANTS**

**DEWBERRY PLANTS**

**GRAPE VINES**

**PEACH TREES**

**CALIFORNIA PRIVET HEDGE**

**FLOWERING SHRUBS**

**PROPERLY GRADED QUALITY STOCK**

Correspondence Solicited

We grow young evergreens in large  
quantities and every tree we sell is rais-  
ed from seeds in our own nurseries.

If you are in need of lining out stock why not  
write for our wholesale trade list before placing  
your order. Our prices are low because we  
specialize in young stock.

COLLECTORS OF TREE SEEDS

==

THE

**North-Eastern Forestry Co.**

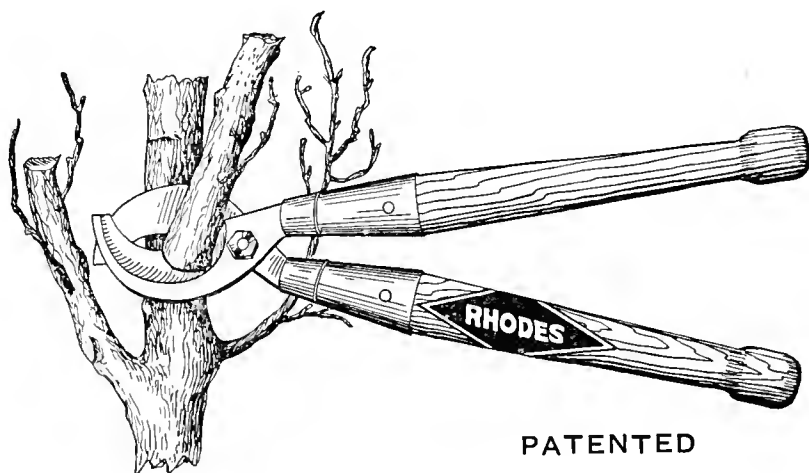
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**...Connecticut...**

Subscribers to "Nurserymen's Fund for Market Development."

## RHODES DOUBLE .. CUT .. PRUNING SHEARS

In Use Throughout the World



The finest cutting and best made pruner on the market  
and the only one that cuts from both sides of the limb and  
does not bruise the bark. Made in all styles and sizes.

They are advertised in all the leading journals through-  
out the country and will prove a profitable line for you to  
handle. All goods delivered.

Send for circular and trade discounts.

**Rhodes Mfg. Co.,** 324 S. Division Avenue,  
Grand Rapids, Mich.

# PAINESVILLE NURSERIES



## THE STORRS & HARRISON CO.

NURSEYMEN --- FLORISTS --- SEEDSMEN

ESTABLISHED  
1854

PAINESVILLE, OHIO.

1200 ACRES  
45 GREENHOUSES

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**J. H. SKINNER & CO.**

Topeka                      Kansas.

We offer Apple trees, Peach trees,  
Plum on Peach

**KIEFFER PEAR**

2 years, an unusually fine lot

**RHUBARB, MYATT'S LINNAEUS**

Divided roots. This is the true Myatt's Linnaeus, far superior to seedling stock.

**APPLE SEEDLINGS****JAPAN PEAR SEEDLINGS****FOREST TREE SEEDLINGS (1 Year)**

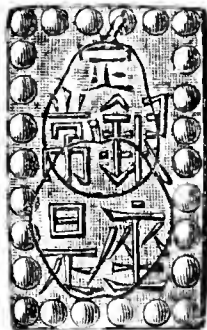
American White Elm  
Black Locust  
Honey Locust

**SHADE TREES**

A fine lot of Elm, Soft Maple and Ash

**SPIREA VAN HOUTTI**

Cne year, for transplanting  
Also 2 to 3 ft., and 3 to 4 ft. stock.

**1872--1922****Fifty Years****Heikes—Huntsville—Trees**

Our surplus is practically all in our sheds, graded and stored, ready for prompt shipment. We offer the following:

STANDARD PEAR—2-yr. Dandy stock. You'll like it.

PEACH—1-yr. Good assortment. As fine as we have ever grown. The kind that satisfies your customers.

PLUM—Good varieties. Fair assortment.

APRICOT—Royal and Early Golden.

CAL. PRIVET—A fine lot in various grades, at reasonable prices.

ROSES, SHRUBS, ETC.

Nice Clean Stock in Splendid Condition

Have You Our Trade List?

Play Safe and Buy Early

**THE HUNTSVILLE WHOLESALE NURSERIES, INC.,**  
HUNTSVILLE, ALA.

**A**  
**Complete Assortment**  
of  
**NURSERY STOCK**

Apple, Peach, Pear, Plum  
Cherry and Quince  
Small Fruits  
Ornamental Trees                      Shrubs  
Evergreens  
Paeonies                      Perennials  
Roses

**W. & T. SMITH COMPANY**  
Geneva, N. Y.

77 Years

1000 Acres

Write for special prices

**A Complete**  
**Variety of**  
**Nursery Stock**

**60000**

Norway and American Elm  
fine stock in car load lots or less



**C. M. Hobbs & Son**  
**BRIDGEPORT**                      **Indiana**



# The National Nurseryman.

FOR GROWERS AND DEALERS IN NURSERY STOCK

The National Nurseryman Publishing Co., Incorporated

Vol. XXX

HATBORO, PENNA., FEBRUARY 1922

No. 2

## Vice Presidents of American Association of Nurserymen

The constitution of the A. A. N. provides for "a Vice-president from each state to be chosen by their respective state delegates at the annual convention" (Constitution Article III).

The bylaws provide that "they shall also be a standing committee to present nominations for officers at the annual meeting and recommend the next place of meeting." (Bylaws, Article II.)

The provision that the Vice-presidents constitute a standing nominating committee makes the office of State Vice-president one of the very greatest importance and a powerful factor in the organization and management of the Association's affairs.

Under the constitution and bylaws it is the duty of the Vice-presidents to nominate all of the officers of the Association (except the Secretary) and members of the Executive Committee. Those nominations are, as a rule, endorsed by the vote of the Association so that as a matter of practice the Vice-presidents, as a nominating committee, choose our officers and Executive Committee and thus very largely determine the organization of our Association and consequently its policies.

With all this in mind should we not consider more carefully than in the past the manner of choosing our Vice-presidents and find some method of selection that will more fully represent the views and sentiment of the members?

We all know that past methods have not been representative. A very few members from each state have made the selections and with very little consideration of the importance of the matter. For example last June during one of the regular sessions a formal announcement was made by the Chair that the New York delegates would meet immediately after that session to elect a Vice-president for New York State. Two New York men appeared and each strove to nominate the other. I think it was finally settled by an odd and even date on a coin and that is not the first time that a selection has been made by equally non-representative methods and I have reason to believe that the methods of other states are not much better, and I respectfully submit that the nominating committee whose powers and influence are so great should be chosen by more representative and deliberative methods.

Another thought—the proceedings of 1921 show a list of Vice-presidents representing only 24 states and reference to the list of members discloses that those 24 Vice-presidents represent 229 members or votes out of a total of 294. Thirteen states with 65 members did not

choose a Vice-president and eleven states show no membership.

Of the 24 Vice-presidents

- 3 represent states having 1 member
- 3 represent states having 2 members
- 3 represent states having 3 members
- 3 represent states having 4 members
- 1 represents states having 5 members
- 2 represent states having 6 members

This discloses a possible combination of 13 Vice-presidents or a majority vote in the meeting as representing only 43 members out of a total of 294, thus controlling the action of the Vice-presidents' meeting and consequently the control to a large extent of the organization and policies of our Association. Is that a wise and prudent and business-like situation?

The desire to buy and sell and meetings of various subsidiary organizations make it difficult to convene the various state delegations during the convention period. Why cannot the choice be made by a mail ballot before the meeting?

As a suggestion, let each state association elect a Vice-president for such state and in states where no association exists about May 20th authorize the Vice-president for the current year to send to the Secretary three names to be voted on by members in his state; these names to be promptly sent out by the Secretary to each state member and votes to be returned by June 10th. Other names may be suggested to the Secretary by not less than three members and members may vote for other than suggested names; these votes to be canvassed by the Secretary and results announced at the first session of the Association, after which time Vice-presidents so chosen may convene as a nominating committee.

In the meeting of the nominating committee each Vice-president to be entitled to such number of votes as shall equal the number of members from his state during the previous year; the schedule of votes by states to be furnished by the Association Secretary who shall be the Secretary of the Vice-presidents' meeting.

This method is offered only as a suggestion and I hope a better scheme can be found for I realize that this one is open to two objections, first, that members may not vote by mail ballot; and second, that it places too much power with the Vice-president who suggests the three names.

While the plan is open to criticism and I realize the weak points I believe it is better than the present method and at any rate worthy of a trial. Has anybody a better plan?

## ILLINOIS STATE NURSERYMEN'S ASSOCIATION

*Held Their Annual Meeting at the Congress Hotel, Chicago, Ill., January 19th and 20th*

President A. M. Augustine, Normal, Ill., in his opening address stated "there was no set program" and he wanted every one to take part in the discussions.

Among the problems to be talked over were—what procedure to follow, in accepting or rejecting shipments that had gone bad through being delayed enroute?

He spoke of the relief and satisfaction he had personally received from joining the local Traffic Department at Bloomington.

Besides collecting \$800 in claims it had been of inestimable value in preventing overcharges and routing shipments.

He urged co-operative effort with the State Horticultural Society and the University of Illinois to establish a sort of laboratory for research work, to do experimental work for the nursery trade.

Freight and Express rates while being a little better than they were, are still prohibitive. The cost of expressing often exceeds the value of the shipments.

The President then introduced Mr. W. F. Therkildson who chose for his subject, "Tell It to the City Folks."

The following are the salient points of his very interesting address:

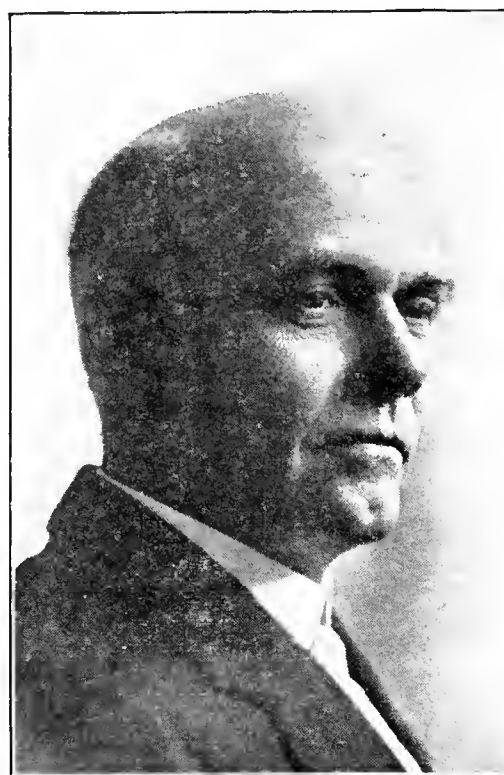
Create a demand for anything that you have to sell and you can sell it. It doesn't make a difference what you have to sell. I don't know a more crowded market than the confection market, yet just recently they have put on the market a confection known as the Eskimo Pie. I bought it in Louisville and I bought it in Omaha, and I am told by a man that speaks authoritatively that 112,000 dealers have purchased the right to manufacture Eskimo Pie—and a concern that a few months ago came on the market, in four months reached a business volume of \$2,000,000—it certainly is a tribute to advertising, and telling the public what you have to sell. He gave an outline of co-operative advertising done by Rice Growers and Rice Millers.

Skookum Apples is one of the big mistake successes, if there can be such an extreme. In the first place the idea of advertising apples was good, but they were talking about section and apples in general. The campaign in a general way has not been a success as the right kind for those particular apples.

Suggestions for trademarking.

You can create in the minds of the people a desire to beautify the city home—there is a small amount of fruit that can be grown in the back yard. City folks are exactly the same as anybody else—there is hardly one of us that does not trace back to the farm—that gives them the desire to have something growing around the place. When a man has made a lot of money, he invariably wants to go buy a farm and grow things himself, if there is anything that can be done in advertising to stimulate that thing, that is the thing that will create the demand.

The way to tell it to the city folk is to create in their minds the thought that it is easy for them to get shrubbery and trees, and all of the things to plant and fix up their properties.



A. M. AUGUSTINE, Normal, Ill.  
President, Illinois State Nurserymen's Association

Most of the people in the city think there is some sort of a mystery. It's been done in catalogs—you can sell the city trade, if you will tell them how easy it is to have shrubbery and trees and how easy it can be done. There isn't any great problem for these people to think about. The ignorance of these people reminds me of a story of a young couple who moved into a house and began to tell their friends what a splendid garden they were going to have.

When one of their friends called, he said, "Bill, I want you to see this great garden we are going to have." When they went out there wasn't anything visible—"I do not see anything," said his friend. "Well, nothing has come up yet, it hasn't had time—but right here we are going to have tomatoes, and here we are going to have beans, and here is going to be corn. I planted two cans of tomatoes and two cans of beans and two cans of corn—yes, we are going to have a great garden."

The greatest advertising agency these days which is giving the greatest service is the one that is planning the selling campaign—it is no longer just a matter of preparation of copy. They all do that. The advertising campaign must of necessity tie up and link with the selling. So many campaigns have fallen down because the people have felt that advertising was some cure-all for business sickness. Telling it to the city folk is a matter of making the city folk want the things you have to sell. There are few of them who know shrubs by their varietal name. Call things by their common name, describe them so that people can understand what they really are.

Where you are located in a community use your local newspapers—do something really constructive.

Use newspapers consistently with the right kind of copy. Again, a series of advertising, a real advertising campaign could be built—"telling it to the city folk."

After Mr. Therkildson's address, Mr. E. B. White followed with "Tell It to the Farmer." He called attention to the fact that all the beauty lovers did not live in the

city; there were some in the country, an Eighty Billion Dollar Industry to be catered to.

Advertising was truth telling. Advertising is presenting to the customer the true information regarding your business. A city beautiful was planned for Chicago, but a state beautiful campaign was the opportunity afforded the nurserymen, with highways decorated like the city parks. Fruit trees, shade trees, shrubbery and flowers were what the farmer needed and the nurseryman was doing him a real service in selling them to him.

Mr. White, in closing his address, said: "A good many of you have taken an inventory that has been the result of last year's labor—were you entirely satisfied with conditions as they existed? He has achieved success who has lived well, loved often, gained the respect of intelligent men and women and the love of little children, when his task is accomplished he has left the world better than he found it, who has never lacked appreciation of the earth's beauty, who has always looked for the good in others and done a good deed when he could, whose life was an inspiration, memory a benediction"

In the afternoon session, Mr. John Watson made one of his masterly addresses on the subject of "Sales Plus," which was pronounced by Secretary Young as being the best paper ever read before a nursery association.

Friday's session was opened with an address by the president, followed by Mr. L. F. Dintleman, who took "The Peony" as his subject and created much discussion as to methods of storing and marketing the blooms.

The subject of replacement or guaranteeing nursery stock to grow caused an animated discussion, and resulted in the following resolution which was unanimously adopted:

"To appoint a committee of seven, to formulate plans, recommendations and contracts for the association, relative to the replacement of stock."

The following officers were elected to serve for the ensuing year:

President—Mr. George Klehm.

Vice-President—Mr. Alva Nelson.

Treasurer—Mr. Miles Bryant.

Secretary—Mr. J. A. Young.

The following members were present at the convention:

A. M. Augustine & Co., Normal, Illinois.  
Horten Bowden, Rice Bros. Co., Geneva, New York.  
Herman Balling, Jr., James King Nursery Company, Wheaton, Illinois.  
Miles W. Bryant, Arthur Bryant & Son, Princeton, Illinois.  
William A. Beaudry Organization, Railway Exchange Bldg., Chicago.  
W. F. Bohlender, Tippecanoe City, Ohio.  
A. J. Bruce, Des Moines Nursery Co., Des Moines, Iowa.  
Guy A. Bryant, Arthur Bryant & Sons, Princeton, Illinois.  
W. S. Brook, Prof. Horticulture, University of Illinois, Urbana, Illinois.  
Henry B. Chase, Chase Nursery Co., Chase, Ala.  
T. H. Cobb, Chase Nursery Co., Rochester, N. Y.  
A. J. Cieltra, Onarga Nursery Co., Onarga, Ill.  
R. Douglas Sons Nursery, E. Bollinger, Prop., Waukegan, Ill.  
John Fraser, Jr., Huntsville Wholesale Nurseries, Huntsville, Alabama.  
Wm. H. Gibbs, Central Illinois Nursery, Normal, Ill.  
Gould Brothers, B. E. Gould, R. J. Gould, Glenview, Illinois.  
Alvin G. Gyllenhaal, Swain Nelson & Sons Co., Chicago.  
Geo. E. Galeener, Vienna Nursery Co., Vienna, Ill.  
P. A. Glenn, Chief Inspector, Div. of Plant Industry, State Dept. of Agriculture, Urbana, Illinois.  
C. M. Hubbard, Chicago, Illinois.

Howard P. Herren, Aurora Nursery Co., Aurora, Ill.  
Fred'k. V. Haeger, Geo. Wittbold Co., Chicago.  
A. H. Hill, The D. Hill Nursery Co., Dundee, Illinois.  
George W. Johnson, With Beaudry Nursery Co., Mt. Greenwood, Illinois.  
A. Oscar Joranson, Aurora Nursery Co., Aurora, Ill.  
L. A. Pottenger, Kankakee Nursery, Kankakee, Ill.  
Vernon H. Krider, The Krider Nurseries, Goshen, Indiana.  
Frank Kari, Golf Nursery, Glenview, Ill.  
V. C. Krydar, 3649 W. 22nd St., Chicago.  
Frank Kadlec Nursery, Evanston, Illinois.  
Henry C. Klehm, George Klehm, C. L. Lesley, Arlington Heights, Illinois.  
C. A. Lyon, Lyon & Anderson, Belvidere, Illinois.  
Samuel Larson, Hinsdale, Illinois.  
B. G. Manahan, Pontiac Nursery Co., Chalmers Bldg., Detroit, Michigan.  
Charles H. Murish, Murish Nurseries Co., Glenview, Ill.  
E. E. May, Mt. Arbor, New York.  
C. W. Marson, Marson's Nursery Co., Chicago.  
M. A. Mierisch, Glenview, Illinois.  
Otto Matzinger, Highland Park Nursery, Sterling, Ill.  
James Morton, The Florists Exchange, Chicago.  
Alvin E. Nelson, 940 Marquette Bldg., Chicago.  
Russell W. Cwen, Corn Belt Nursery, Bloomington, Ill.  
O. T. Olsen, Division Plant Industry, Dept. of Agriculture, Springfield, Ill.  
Peterson Nursery, Wm. A. Peterson, Prop., 30 N. LaSalle St., Chicago.  
Charles A. Palmgren, Arthur L. Palmgren, Palmgren's Nurseries, Glenview, Illinois.  
R. E. Perkins, Jackson & Perkins, Newark, New York State.  
Rohlf's Nurseries, Davenport, Iowa.  
A. S. Riley, North Star Nursery Co., Pardeeville, Wis.  
Herbert F. Seifert, 1536 N. LaSalle St., Chicago, Ill.  
Paul G. Stark, Stark Bros. Nurseries, Louisiana, Mo.  
F. Simonsen, Mgr. Swain Nelson Sons Co., Glenview, Ill.  
Mr. Victor E. de St. Aubin, Eugene A. de St. Aubin & Bro. Inc., 126 Humphreys Ave., Oak Park, Ill.  
Clarence I. Siebenthaler, The John Siebenthaler Nurseries, Dayton, Ohio.  
E. G. Schoff, A. B. Morse Co., St. Joseph, Mich.  
T. J. Tucker, McKay Nursery Co., Madison, Wis.  
R. Becker, Vaughan's Nursery, Western Springs, Ill.  
George A. Washburn, A. Washburn & Sons, Bloomington, Ill.  
Frank B. White, Agriculture Advertisers' Service, 76 West Monroe St., Chicago, Ill.  
Mr. F. W. Therkildson, Chicago, Ill.  
Albert C. Wilson, Chief seed analyst, Dept. of Plant Industry, State Dept. of Agriculture, Springfield, Ill.  
John Watson, Princeton, New Jersey.  
R. White, The Skinner Irrigation Co., Troy, Ohio.

W. E. McElderry has just returned home from an extended trip east, where he was visiting nurseries and sight-seeing. He reports a very interesting trip and looks for a good business the coming spring.

#### SPECIAL CAR FOR NURSERYMEN

A special car from St. Louis to Kansas City was provided for the Western Association meeting of nurserymen. Most of these members had been to Chicago attending the Illinois meeting. The C. & A. R. R. Co. was very kind and furnished a special car and gave every attention that could be asked for tickets and reservations made out in advance, ready when called for—quite different from service when under government control.

Those who went in the special car were H. B. Chase, conductor in charge; F. A. Weber, Paul Lindley, John Watson, R. R. Harris, H. J. Kyle, Milton Moss, J. B. Cultra, E. M. Bidin, E. H. Enders, Harry M. Hobbs, T. Cobb, Robert Pyle, John Frazer, W. C. Reed.

W. F. Bolender, Springhill Nurseries, Tippecanoe City, Ohio, expects to establish a nursery at Cheraw, N. C., next fall.



## NURSERY ACTIVITIES

When nursery activities really begin there is very little time for meditation and reflection. A little forethought before digging commences will help things wonderfully in the rush season. Being well prepared is half the battle. In the office it is presumed by now, catalogs and price lists are well under way, as well as plans for getting business.

It is not a bad idea to write old customers a little in advance of the season, calling attention to some special item you may have to offer.



By Courtesy "American City," N. Y.  
NURSERY ACTIVITIES

Stationery of all kinds needed should be in good supply.

By thinking back over former seasons' business, it might be possible to prepare a series of form letters to answer numerous inquiries that are often very similar.

It is customary with some nurserymen to send a printed acknowledgement of an order. These are all right as far as they go, but most customers like to think their particular order is receiving separate and special attention, and if this weakness can be catered to by a form letter previously prepared, the impression it gives might be worth while.

Mailing lists should be carefully gone over, weeded and put in shape for use.

Outside the office there are materials and supplies to be investigated. Boxes, burlap, rope, labels, tags, etc., should be on hand in sufficient quantity. Looking up shorts and preparing planting lists is another job that it is well not to leave till the last minute. Everything

that can be done before shipping actually commences is that much to the good and helps to make business run smoother during the rush season.

## THE NATIONAL FERTILIZER'S ASSOCIATION

The National Fertilizers Association at a recent convention adopted the following resolutions:—

Whereas, the cost of labor, bags, freight and hauling is the same for both high and low-analysis fertilizers, and

Whereas, such overhead expense must, therefore, be much lower per unit of plant food in high-analysis fertilizers than in low, and

Whereas, The National Fertilizer Association holds itself obligated to do all in its power to secure for the consumer the greatest possible return for his money; therefore

Be It Resolved, That The National Fertilizer Association shall urge upon its members the manufacture and sale of high-analysis fertilizers, containing not less than 14 units of plant food; and

Be It Further Resolved, That this Association shall lend its assistance and recommend that its members co-operate with the United States Department of Agriculture, the various State experiment stations, agricultural colleges, extension directors, county agents, farm papers, and others, to establish in the minds of consumers the advantages to be gained in the purchase and use of high-analysis fertilizers.

These resolutions have been very generally indorsed by the Department of Agriculture and the state colleges. Everyone who has had anything to do with fertilizers knows that in buying them they pay for an immense bulk which is of little value and adds tremendously to the cost of freight and handling.

## NO ADDITIONAL RESTRICTION ON THE IMPORTATION OF BULBS

January 4, 1922.

Editor, The National Nurseryman,  
Flourtown, Pa.

There seems to be a fairly wide feeling that the Federal Horticultural Board contemplates in the immediate future additional restrictions or prohibitions on the entry of bulbs and other classes of plants listed under Regulation 3, Quarantine 37. To correct misapprehensions on this subject you are advised that this Board has so far taken no formal action in that direction. Should the Board decide at any time in the near future that it is worth while to discuss further limitations on the importation of such bulbs or other articles, due notice will be given and a conference will be called at which there will be ample opportunity for all interests concerned to be heard. If, as a result of such conference, it should be determined to be desirable to still further restrict entry of such articles, before such restrictions are enforced ample time will be given for any necessary readjustments, both with respect to the home and foreign growers of such plants. In other words, the notice to foreign



growers will be such as will be deemed adequate to meet the new conditions and restrictions, if any, dependent on the character of the plant concerned—one to several years. The intention would be to give the foreign grower opportunity to curtail his production and dispose of supplies which he has already under way for the American market and at the same time to give opportunity for the American grower to prepare to meet home needs. Naturally, any such curtailment, if determined upon, will not be taken until it is clearly shown that American production can within a reasonable time replace the stock theretofore imported.

The general principle underlying Quarantine 37 is as rapidly as possible to make this country independent of foreign supplies, with the object of ultimately reaching a condition where entry of foreign plants will be limited to new plants and such plants as are not capable of production in the United States.

Yours very truly,

C. L. MARLATT,

Chairman of Board.

### CROP INSURANCE

The National Agricultural Conference which will begin to hold its sessions the week of January 23rd will discuss a subject of crop insurance. The idea is to see if it is not practical to have a blanket insurance covering all risks of growing crops. It is thought if this can be put in operation by the insurance companies it will help to stabilize the prices of farm products.

Nurserymen and florists are more or less familiar with hail and tornado insurance and it would seem as if it were feasible to work out a plan by which a nurseryman could insure his crops. Doubtless the National Association representatives that will attend the conference will be alive to the value of such a scheme if it can be put in operation on an equitable basis.

### THE PENNSYLVANIA NURSERYMEN MEET

January 19th the Pennsylvania Nurserymen held their annual meeting at the City Club, Philadelphia, Pa.

The business session was preceded by a dinner to which eighteen sat down. The following firms and members answered the roll call:

B. F. Barr, Lancaster, Pa.

B. H. Farr, Wyomissing, Pa.

Adolf Muller, Dekalb Nurseries, Norristown, Pa.

Chandler Colmery, Thomas Meehan and Sons, Germantown, Pa.

Thomas B. Meehan Co., Dresher, Pa.

James Krewson & Sons, Cheltenham, Pa.

Outdoor Arts Co., Flourtown, Pa.

Henry F. Michell Co., Philadelphia, Pa.

Hoopes Bro. & Thomas, West Chester, Pa.

Joseph W. Thomas & Sons, King of Prussia, Pa.

William H. Moon & Co., Morrisville, Pa.

Rakestraw-Pile Co., King of Prussia, Pa.

A. E. Wohlert, Narberth, Pa.

Andorra Nurseries, Andorra, Pa.

Roots Nurseries, Manheim, Pa.

B. F. Barr in the chair.

After the routine business Prof. J. G. Sanders, economic Zoologist, of the Penna. State Department of Agriculture gave a very interesting address telling of the work accomplished in his department towards the control of diseases and pests. The potato wart disease that had established itself in certain districts in the state had been brought under control by confining the plantings in those sections to resistant varieties.

The European corn borer which had been so much advertised as likely to be a terrible scourge was not proving so serious as at first anticipated and not doing as much damage as the worm commonly met with in the ears of sweet corn. Clean cultivation was an effective remedy for the corn borer. Prof. Sanders told of a successful introduction of the parasites which the government has introduced from Japan for the purpose of attacking the Japanese beetle. Mr. Sanders had always been the chief advocate of his method of combatting the pest, and has every hope that by preventing the spread of the beetle until such times as the parasites have been successfully distributed. After this is done the beetle will be as innocuous in this country as it is in the land of its origin where it is not even considered a pest and is practically ignored.

The following officers were elected to serve for the ensuing year:

President—B. F. Barr.

Vice President—J. W. Root.

Secretary—Henry T. Moon, Morrisville, Pa.

Treasurer—Thomas Rakestraw.

### THE AGRICULTURAL CONFERENCE AT WASHINGTON

A conference has been called by Henry C. Wallace, Secretary of Agriculture, Washington, D. C., to consider agricultural problems of the present and future. The convention will begin its sessions the week of January 23.

M. R. Cashman, president of the American Association of Nurserymen has been invited to take part in the interests of the nursery trade.

The Washington conference is being held at the same time as the Western Association of Nurserymen that is taking place at Kansas City where the executive Board of the American Association is slated to meet.

President Cashman nominated J. Edward Moon, Morrisville, Pa., to report the American Association at Washington.

It is possible the Washington conference will be an extended one possibly running over several weeks and many subjects not of vital interest to nurserymen will take place in the preliminaries. In that event horticultural problems are liable not to be touched upon during the first sessions. In that event with Mr. Moon on hand to look after the nursery interests should anything come up the trade will be well looked after. After plans for action are formulated at Kansas City by the executive board president Cashman and as many of the board as possible will possibly go direct to Washington after the Kansas City meeting.

# The National Nurseryman

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United States, Canada and Europe.

AWARDED THE GRAND PRIZE AT PARIS EXPOSITION, 1900

## SUBSCRIPTION RATES

One Year in Advance .....\$1.50  
Foreign Subscriptions, in advance .....\$2.00  
Six Months .....\$1.00

Advertising rates will be sent upon application. Advertisements  
should reach this office by the 20th of the month previous to the  
date of issue.

Payment in advance required for foreign advertisements. Drafts  
on New York or postal orders, instead of checks, are requested by  
the Business Manager, Hatboro, Pa.

Correspondence from all points and articles of interest to nursery-  
men and horticulturists are cordially solicited.

Photographs and news notes of interest to nurserymen should be  
addressed, Editor, Flourtown, Pa., and should be mailed to arrive  
not later than the 25th of the month.

Entered as second-class matter June 22, 1916, at the post office at  
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Hatboro, Pa., February 1922

**FREE REPLACEMENT** One of the most popular subjects for discussion at the meetings of Nurserymen's Associations is that of replacement. Shall a nurseryman replace free, plants that die, after delivering them to the transportation company or the customer in good condition?

Around this controversy has been waged many a wordy war. Many resolutions have been made in the negative, but still the question is just as unsettled and every nurseryman adopts his own standard of action regardless of any expression of opinion as to what is ethical or otherwise.

Apart from the question of whether it is a good business practice or not, whether it works to the detriment of the trade or otherwise the fact remains that any nurseryman can make any agreement with his customer he may see fit.

He can quote his products on the nursery, packing extra or delivered to his customer and there is no reason why he should not quote them planted and established in their new quarters, if he thinks it good policy.

Trade customs and usages make moral laws that the average business likes to observe. Unfortunately the nursery trade has never adopted a uniform policy on the subject.

The average nurseryman feels that after he has delivered his goods in good condition he is entitled to payment, after that it is up to the purchaser. The purchaser does not take kindly to this view and it is very difficult to educate him. At the recent meeting of the Pennsylvania Nurserymen's Association, the Moon Nursery, Morrisville, Pa., which is one of the oldest in the country, quoted an entry from their books made 150 years ago, showing the customer expected a free replacement of failures and the nurseryman made it.

In transactions between nurserymen the custom is fairly well established, that goods are at the buyers risk after being shipped, but even in the trade, there are few nurseries that would not make some concession in the

event of a serious loss, although they like to feel it is from a motive of generosity rather than an obligation.

Between the nurseryman and the consumer it is hardly likely the rule, "that the nurseryman's responsibility ceases upon the customers receipt of the goods," will ever become popular with the consumer.

Such a rule or custom could only become of general adoption by a very large majority strictly adhering to it, and this is not likely to occur because each nursery feels that it can make its own terms of sale with its customers.

If we may draw conclusions from other lines of business and the tendency of the times, responsibility for successful transplanting will be more and more loaded upon the nurseryman's shoulders. This may not seem an equitable tendency towards the nurseryman, and individual large nursery firms that are strongly entrenched financially may try to combat it but service is the keynote of modern merchandising and the nurseryman that can give the consumer the most satisfaction will be the one that will get the business.

What the trade should do is to get together and draw up a code of ethics based on fairness to itself and the consumer recognizing that good business is based on service, not on monopoly, and that a sales transaction must benefit both buyer and seller to be a good one.

We are too ready to jump to the conclusion that plants are like other merchandise, they differ in this respect, they have life which is endangered in transferring from one place to another more than any other kind, they are not only perishable but require distinct knowledge and cooperation by the buyer to make them of value to him, too often the buyer loses sight of this.

A uniform custom and standard of practice based on service to the consumer would do more than anything else to educate him to his responsibilities when buying nursery stock and be of inestimable benefit to the trade.

**NURSERYMEN'S ASSOCIATIONS** Nurserymen's Associations are good things to have. Very good. They are the one thing that bring widely separated nurseries in touch with each other, and are the only means enabling the trade to act in groups or as a body on matters requiring collective action. There are other good and sufficient reasons for their existence too numerous and obvious to mention. Unfortunately they are not taken as seriously as they should be. Speaking of them collectively they produce minimum results for their cost in time, money and effort expended on them by their members.

They represent a tax, voluntary perhaps, collected from the trade, that is not spent as to produce maximum results. Many of the results of the meetings unfortunately parallel New Years resolutions. The efforts are worth while because they show a desire to better conditions but are largely negative in their results.

Some of the associations barely hang together while in others the social features predominate and still others are a power towards the betterment of the trade. In some localities the nursery industry is not highly developed; the nurserymen are far removed from each other and have little opportunity to get together to work for their mutual benefit with the result that its par-

ticular association languishes. Other state or district associations may be extremely virile its members being nationally known and a power in the affairs of the trade. In such a case this particular association very often duplicates the work of the National Association which is waste effort in striving for the common good of the trade.

Every locality has its own peculiar local problems that must necessarily be handled by its own association but the larger problems common to the trade in all parts of the country can only be handled thru the National Association representing the entire country.

Could not an immense saving of time, money and effort be saved by drawing the district and state associations in closer touch with the National Association, so that well directed effort thru cohesion and cooperation of the entire trade be directed along the most effective lines? As it is at present many nurserymen are active in several associations which to say the least is not making the most out of their efforts at the least expense to them. Will not some one with a genius for organization draw up a plan by which all the nursery trade associations could be affiliated and brought in close touch with the National Association?

It would be a long step towards bringing about uniform state laws, standardization, standards of practice and cooperative effort along lines most needed for the benefit of the trade.

#### "CREATING THE DESIRE TO PLANT"

*Read by Mr. Clarence Siebenthaler, Dayton, O., Before the Illinois Nurserymen's Association, January 20th.*

Illustrated by samples of advertising, "Publicity Stunts," and articles in daily papers, the public at large needs a rude awakening to our forestry problems. Long Island buys her lumber in Washington, Oregon and western Canada. While this lumber is enroute it traverses millions of acres of waste land, which would be admirable for reforestation and nothing else. The Federal legislators have the power to carry on these projects, but the pleasure loving public does not give its support and so very little is accomplished. The country needs the nurseries to supply their wants. Reforestation programs furnish a tremendous latent market for the fifty thousand acres of nursery stock grown in the United States, but a good product, unless it is so extraordinary good as to be revolutionary will not sell itself without considerable assistance.

I called upon a friend a few days ago in an Indiana town of about forty thousand population. As every proud citizen is apt to do, he proceeded to show me the best residential section. I could not help but notice the opportunities for landscape improvement. Scarcely more than one-fourth of the houses were planted. In this case, not because the residents did not appreciate and desire more attractive homes, but because of the proper source from which to secure suitable stock and services.

In the country we see a prosperous looking farm, well kept buildings, good crops and one corner of the garden, a half-dozen dilapidated and uncared for fruit trees. The owner planted the trees in this particular location because the ground was too poor to grow a farm crop

or perhaps it was cold, clammy soil, which was too low to drain in the spring for garden crops.

No doubt, the agent, if he bought it from such, told him that any old place would do for fruit trees. The man is discouraged and dissatisfied and the prospects of selling to him again are slim indeed. Here is an opportunity, nevertheless, if the owner can be shown the pleasure, convenience and profit to be derived from a small orchard located on a more suitable piece of soil, properly trimmed sprayed and fertilized.

We see everywhere the need of trees and shrubs, both fruit and ornamental, deciduous and evergreen, woody and herbaceous. These things are universally admired, but it remains for us to awaken the vast multitudes to realization of their needs; to show them, if you please, that it is within the means of everyone of them to enjoy them and profit in their possession. I repeat, we are performing a distinct duty to humanity when we satisfy this need by selling our products. It is the aim of each one of us to dispose of our products for profit, but we must not force them down the public's throat, so to speak, as that has been done some time in the past. We must create in the minds of everyone a desire to improve themselves, their property, their communities and their pocketbooks. Once this desire is created our products are easily sold and in greater quantities than ever before.

The travelling nursery agent of the past gained his audience by wedging his foot in the crack of the door, when the skeptical housewife condescended to open it wide enough to peep thru. I remember one who would then haul out an old banjo and entertain the children for an hour or so. In this way he secured their attention and aroused their interest, but it was still a long way from closing the sale. He created a desire for his products by much exaggerated highly-colored plate books. He convinced the prospect that he could not live unless he placed an order and then closed the sale after fabulous promises that he would come each year and trim down and even assist in picking the fruit free of charge.

I do not propose, by any means, to discredit the traveling agent, because he was the vehicle in the past by which the larger part of nursery products has been marketed. The firm has been to blame for sending out unscrupulous persons as their representatives. Such agents have been able to see but one side of the sale, that is, their commission. The equally important side is the profit to the buyer. Nurserymen of the past have handed out plates and order books to anyone who might apply, regardless of the knowledge of the subject or their ability to properly advise the buyer. If we hope to continue marketing our products thru agents we must send forth trained salesmen who know the nursery line, the habits of the plants and the proper varieties for the particular conditions at hand.

In creating this desire for more and better planting we have the advantage of that trait of human nature expressed in "OHS" and "AHS" when a beautiful scene is exhibited in a moving picture. Manufacturers of building materials declare real estate, and home builders recognize its existence. They decorate their advertising copy with a luxurious growth of trees and flowers. In fact, we have all noticed advertisements that



would admirably answer for those of the landscape developer.

It is very essential that we cultivate a respect for plants thru medium of the public lecture, the screen, the schools, the public park systems and the press.

Yard and garden beautification may be developed into a hobby or fad. Dogs may be the hobby with some people, horses with others, sporty motor cars with others and so on without end. Most fads come quickly and go quickly. Gardening, however, in the sense of beautifying one's surroundings, is a fad that is substantial; once a victim is inoculated the effects remain always.

First, with the idea of better understanding of plants in mind, a local paper was induced to install a "Plant Life Department." The purpose of this department, as explained in the early issues, was to answer any inquiries regarding the care, treatment or identification of plants. This feature was started in July of last year and despite the fact that the planting season is past, interest is still being manifested by the receipt of some questions nearly every day. A good way to find out that there are still some things to learn about plants is to institute such a department. Your estimable president, Mr. Augustine, was visiting us last summer when a few sticklers came in. The question, with their answers, appear from three to five times a week and occupy about ten to twelve inches of single column space. The questions run something like this, "How many varieties of maples are there in this country?" "Will a narrow band of axle grease, applied to the trunk of a tree, prevent disease and the crawling of insects?" "How often should a privet hedge be trimmed?" "During what time of the year should peonies be transplanted?" "How can I distinguish between the kind of barberry that must be destroyed and which is harmless?" "What is the name of the bush growing about seven or eight feet tall with leaves like a snow ball, but producing red berries in the fall?" "Are the beautiful blue and pink hydrangeas one sees in the east hardy in this region?" The answer is given as follows: "No, they must be taken in doors at the approach of frost." Then a party comes along with one of those hydrangeas which has been thriving out doors for several years and you are in for it.

There are many contestants among school children in an essay writing feature, sponsored by the Dayton Real Estate Board. The subject assigned for them one week was this: "Why is a house more valuable when surrounded by shrubbery and evergreens?"

These children are the purchasers of the future and when induced to formulate the reason for such work are really selling themselves our products. No doubt, in the preparation of these essays, their parents became imbued with the idea of more extensive planting, thus creating an immediate market.

Could we not also institute a campaign to awaken the home owner? Create the demand at the point of consumption and the available stock in the United States would not begin to fill orders. Such a condition need not worry us, however, as this publicity is cumulative and will care for the increased production which is apt to follow in the near future.

## NATIONAL PLANTING SERVICE

MORE FRUITFUL TO MAKE AMERICA MORE BEAUTIFUL

CONDUCTED BY AMERICAN ASS'N OF NURSERYMEN  
F. F. ROCKWELL, *Mgr.*  
BRIDGETON, N. J.

### YOUR LAST CHANCE TO SEND IN NAMES FOR MARKET DEVELOPMENT CAMPAIGN

In the last issue of the "Booster," a little bulletin that is sent out to members of the National Association, the manager made a last appeal to those members of the Association who have not yet sent in a list of names of newspapers to which they would like to have the series of market development articles mailed during the spring campaign.

In last fall's campaign, a blank was sent out to the newspapers using this service, asking them when they could begin using the articles again in the spring, and the majority, excepting the far north states, indicated that they could begin using the spring series about the first of February. The first two articles, with a list of the others to follow, will be in the hands of all the newspapers on the market development mailing list before this issue of the National Nurseryman reaches our readers.

A few extra copies of the first articles have been made for the purpose of supplying such newspapers as might be sent in at the last minute by members of the Association as have not yet supplied a list of ten or more newspapers as requested by the Market Development Committee. If you are one of those members of the American Association who has yet taken advantage of this service, *send in your list immediately.* What is wanted is the names of ten or more county or small city newspapers in the territory in which you do most of your selling. COMPLETE SETS OF THE SERIES TO BE MAILED TO ALL MEMBERS OF THE ASSOCIATION

In addition to supplying the newspapers with the articles, they will be offered to all members of the Association for their own use.

For this purpose, they will be made up into complete sets in an attractive cover and supplied at cost. In lots of a hundred or more, the name of the imprint of the firm ordering them can be had on the front cover.

When you receive your sample copy of the series with the order blank enclosed, see to it that the Chairman of the Market Development Committee is notified as quickly as possible how many copies your firm can use. To judge from past experience, there will be a number of concerns who will let this matter drag instead of attending to it promptly, with the result that all those members of the Association who do want to take advantage of this service will be inconvenienced.

### GREAT INTEREST IN PLANTING OF ALL KINDS

As far as can be gathered from the correspondence which has been carried by the Market Development Committee, there is every indication that the coming spring is going to see a more intensive interest in planting of all kinds than we have had for many years—



if not, indeed, than we have ever had. Certainly, the newspapers, and particularly those which do not make a feature of a "garden page" or anything of that sort, are much more ready to use the service supplied by the Market Development Committee, than they have ever been before. Some of them have said that their readers are getting to expect this kind of material just as they do information in the other regular departments of the paper, such as sports, markets, fashions, etc.



### S. W. CROWELL

S. W. Crowell, General Manager of the United States Nursery Company, Roseacres, Mississippi, died on Wednesday morning January 4th at the Baptist hospital in Memphis. Mr. Crowell had been ailing for the past several months and finally about two weeks ago had to give up, was sent to the hospital in Memphis. Mr. Crowell was 52 years old and had been engaged in the nursery business for the past 30 years, his first seven years being with the Alabama Nursery Company at Huntsville and then going into business for himself at Walls, Mississippi and after a few years there associating himself with the Good and Reese Company of Springfield, Illinois, the United States Nursery Company was incorporated and Mr. Crowell has been its general manager ever since.

His funeral was largely attended by his neighbors and friends from Roseacres, also by many of the prominent business men of Memphis. The various Masonic bodies taking charge at the cemetery and he was laid to rest under an arch of steel by a drill team of the Knights Templars. Some ten or more of his colored laborers, many of whom had been in his service for twenty years attended the funeral, and as is the custom in the South, these colored boys filled the grave.

Samuel Watson Crowell was born March 14, 1869, at Morgantown, North Carolina. His father dying while he was very young, his early life was passed in and near Hickory and Asheville, N. C., under the care of his uncle. He received the greater portion of his education at Weaverville, N. C., and soon after leaving school he went with Robert and Henry Chase to Huntsville, Ala., where he received his training for the nursery business under the supervision of Mr. John Fraser, Sr., with the firm then known as the Alabama Nursery Company.

On December 4, 1894, he was married to Miss Willie B. Bynum, at Lakeview, Miss., and soon thereafter he engaged in the planting business at Walls, Miss. It was there also that his first venture in his lifework—the nursery business, was made. In 1904 he moved to Roseacres, Miss., then known as Priddy Station, where he engaged in the nursery and planting business with the United States Nursery Company, where he was located up to the time of his death at the Baptist Memorial Hospital in Memphis, Tenn., on January 4, 1922. He was buried in Elmwood Cemetery, Memphis, on January 5. He is survived by his wife, two sisters, Mrs. T. A. Mott

and Mrs. R. E. Simpson, both of Hickory, N. C., and one brother, A. H. Crowell, of Newton, N. C. Mr. Crowell was a thirty-second degree Mason, a member of the Executive Committee of the American Association of Nurserymen, State Vice President of S. A. F. and O. H., a member of the Southern Nurserymen's Association, of which organization he was president during the season of 1920, and member of the Western Association of Nurserymen, as well as other nursery and trade organizations. He was one of the representative nurserymen of the country, and his untiring efforts had built up one of the finest stocks of evergreens and other nursery stock in the South. His life and character were beyond reproach, and his business honor and integrity were never questioned by any who knew him. His personal life was rich in his love for the beautiful things of life—books, flowers and music were almost a passion with him. The world has lost a wonderful fund of knowledge, and all who knew him have lost a friend.

*Whereas*, death has again invaded our ranks and removed therefrom one of our beloved members.

*Be it Resolved* by the Southwestern Association of Nurserymen that in the death of Sam W. Crowell of Roseacres, Miss., the nursery fraternity loses one of its most valuable members.

Sam Crowell was a man of outstanding personality, conscientious in the discharge of every duty, and withal a true man. In the councils of particularly two Associations with which he was prominently identified, the Southern and National Associations, he will be sorely missed and his place will not be filled.

*Resolved*, further, that a copy of this resolution be furnished the trade papers, and a copy be forwarded his bereaved family.

J. R. Mayhew,

J. T. Foote,

J. B. Baker,

Committee.

### WILLIAM H. CASS

January 9th, William H. Cass, Geneva, N. Y., died from a stroke received the previous evening. Mr. Cass was sixty-seven years of age and for many years had been member of the Cass Bros. Nursery Co., of that city. He was well-known and prominent in the business affairs of the city, being a member of the Board of Aldermen, having served for that body for the last twenty years. He leaves a widow and four sons.

### TWIN CITY NURSERYMEN AND LANDSCAPE ARCHITECTS MEET

The Association of Twin City Nurserymen and Landscape Architects held its annual meeting Jan. 12th.

Mr. Harry Franklin Baker was re-elected president for the year 1922, Mr. John Hawkins, vice president, and Mr. W. T. March, secretary and treasurer.

Plans were discussed for increasing a greater interest and understanding in landscape designing and the art of gardening.

### NEW JERSEY NURSERYMEN'S ASSOCIATION

The annual meeting of the New Jersey Nurserymen's Assn. was held at Trenton, January 27th, 1922, at 10.30 A. M. During the morning the routine business was taken care of and at noon recess was declared and all gathered in the dining room for lunch.

At 2 P. M. President Wm. Flemmer, Jr., called the meeting to order and Dr. Mel. T. Cook, State Plant Pathologist of New Jersey gave a report of the year's work. His talk was very interesting and in closing said that he was particularly pleased with the co-operation he was receiving from nurserymen. He was assured by the nurserymen that it would continue.

Dr. T. J. Headlee, State Entomologist, showed by chart the results of 1921 in exterminating serious insect pests. By actual count of insects found in a scout of over four hundred square miles he is very well assured that the serious outbreak of Gypsy Moth occurring on the Duke Estate at Sommerville was not only under control but practically exterminated.

Mr. F. F. Rockwell, Chairman of the Market Development Committee of the A. A. of N. gave a very interesting talk on Market Development emphasizing the need of nurserymen co-operating now for sales effort to prevent the brush pile of the future.

The officers elected for the ensuing year were:

President—F. D. Osman, New Brunswick, N. J.  
Vice President—L. C. Bobbink, Rutherford, N. J.  
Secretary-treasurer—K. M. Van Gelderen, Long Branch, N. J.  
Membership Committee—W. F. Miller, Collingswood, N. J.  
Executive Committee—Wm. Flemer, Sr., Springfield, N. J.

### MEETING OF EASTERN NURSERYMEN'S ASSOCIATION

The first meeting of the new Eastern Nurserymen's Association was held at the Stacey-Trent Hotel, Trenton, N. J. Wednesday, January 18th.

The members gathered early in order to partake of a lunch which was served to them at the hotel, and it was a large and enthusiastic crowd who sat down to enjoy the repast.

The meeting opened at two o'clock with President J. Edward Moon in the chair. There were about fifty members present.

The President outlined the purpose of the new organization, calling attention to the good work done by various sectional organizations such as the Western, Southern and New England associations. He said that in the area covered by the Eastern Nurserymen's Association there was a larger population than in the territory covered by any of the other individual associations, and a correspondingly greater quantity of nursery stock used. He pointed out the advantages to the nurserymen through co-operation, and particularly in such cases where federal and state legislation was proposed.

Miss Ruth Dean, Landscape Architect of New York, gave a most interesting talk on planting the small home ground of from one to five acres.

Nelson Coon of the Rhinebeck Floral Co., followed with a talk on "Selling Nursery Stock." He showed conclusively, the advantages of leaflets and small pamphlets over the usual descriptive catalogue, and in his

correspondence he is a firm believer that a "soft answer turneth away wrath" and that "you can catch more flies with honey than you can with vinegar."

He says:—ASK YOURSELF

WHEN YOU

- write an "ad"
- dictate a letter
- sell

ARE YOU

1. Securing attention.
2. Arousing desire.
3. Convincing the mind.
4. Stimulating action.

IF you do these things your message will be a SUCCESS.

The talk given by Paul Lindley, Pomona, N. C., was by far the event of the day. It is unfortunate that cold type cannot reproduce the fascination which one experiences when hearing him talk. It is characteristic of "Lindley" and is inimitable. When he talks, you want him to keep on and when he has finished, you heave a sigh of regret that it is over. But there sticks in your mind the lessons he has expounded.

He started out with the following characteristic:

"Announcement"

Born to Mr. and Mrs. Gold Dust—Twins.

Born to the Eastern Nurserymen—An Organization.

Are you going to nourish, fumigate and make it grow strong, something that you will be proud of? Or——

He then proceeded to tell the members what they could accomplish if they earnestly went to work—to "do something" and not merely to band together as an association and let it go at that.

"An association is similar to a bank, you draw out just what you put in. Are the members of the Eastern Association willing to be agreeable, co-operate, to take the responsibility of being an association, so that the association in return can do something for its members?"

He offered "Ten Commandments" for the Eastern Association.

1. Honor thy Association and its officers.
2. Remember the meeting day and keep it wholly.
3. Thou shalt be agreeable among thyselfs.
4. Thou shalt keep thy own house in order.
5. Thou shalt see that thy neighbor's house is in order.
6. Thou shalt not kill thy customers nor thy brothers' plants with poisonous and disease breeding stock.
7. Thou shalt not let the unscrupulous prosper.
8. Thou shalt not steal thy brothers' business by underhand methods.
9. Thou shalt advertise truthfully, and see that those about thee play the game square.
10. Thou shalt assist all sectional associations for a united and undivided A. A. of N.

He spoke at length on what had been accomplished by the Southern Nurserymen's Association,—a thoroughly progressive organization, and concluded by saying.

"Do something for your members. You will not have to beg them to join."

Moral: O. G. A. has a waiting list.

The time to start is NOW, the time to stop, NEVER. The early start, the ceaseless effort, the interest that does

# TO THE TRADE ONLY ROSES

2 Year No. 1 Budded

350 Alfred Colomb

900 Baroness Rothchild

600 Captain Hayward

500 Columbia

2000 General Jacqueminot

1350 Gruss an Teplitz

980 J. B. Clark

1800 La France

500 Los Angeles

3200 Mad. Caroline Testout

4000 Paul Neyron

*Many Other Popular Varieties*

We Like to Answer Letters

*Do You Want Our Additional Surplus and Prices on Roses?*

Usual Line of General Nursery Stock, Small Fruits,  
Nursery Supplies, Etc.

**Portland Wholesale Nursery Co.**  
**971 Sandy Boulevard Portland, Oregon**

## New York State Nurserymen's Association Annual Meeting

**Powers' Hotel,  
Rochester, New York**

**THURSDAY, FEBRUARY 9, 1922**

10 O'Clock A. M.

**GOOD SPEAKERS**

**Banquet at 6 P. M. — Tickets, \$3.00.**

*All Nurserymen Are Cordially Invited*

Those intending to be present at the banquet should notify the Secretary in advance, from whom tickets may be procured at the meeting.

**C. J. MALOY, Secretary,**  
209 Linden St., ROCHESTER, N. Y.

## Princeton Products are Ornamental



**Trees, Shrubs and Evergreens  
of high grade  
for the wholesale trade**

**Princeton Nurseries**

Princeton in New Jersey

February, 1922



## *Bauer's* Famous Southern Grown Strawberry Plants

The largest grower of choice strawberry plants in the Southwest wants your business. We ship direct to your patrons, when desired, at no additional charge whatever. Our list includes the cream of all varieties. During the busy season we ship 500,000 plants per day. Wholesale price list sent upon request. Forty-four years of success back of Bauer's business. Send in your order by return mail.

**J. A. BAUER**  
**JUDSONIA, ARK.**

not lag, enthusiasm that does not wane, will make a successful Eastern Association.

There are thousands to tell you it cannot be done  
 There are thousands to prophesy failure;  
 There are thousands to point out to you, one by one,  
 The dangers that wait to assail you,  
 But just buckle right in with a bit of a grin,  
 Then take off your coat and go to it.  
 Just start to sing as you tackle the thing,  
 That cannot be done and you'll do it!

#### WESTERN ASSOCIATION OF NURSERYMEN

*Charles Sizemore, Secretary and Traffic Manager of the American Association of Nurserymen tells of the Freight and Express situation at the meeting of the Western Association at Kansas City.*

Up to the time his report was made \$6523 87 railroad and express loss and damage and overcharge claims had been collected. The commission on same placed to the credit of the Association was \$1603.16. Nearly \$15,000.00 of railroad claims are still pending and about \$10,000 of this amount have been placed with Attorneys for suit.

Old accounts collected to date amount to \$7150 27 and the revenue to the Association on these is \$815.61. About \$20,000 of old accounts are still in the hands of the Secretary for collection.

Mr. Sizemore still desires to impress upon all membership the advisability of watching their freight bills closely, especially the weight on earload shipments. Just recently in checking one of the member's bills he found a small refrigerator of import nursery stock containing 17 cases billed at 53,500 lbs. Knowing it to be an impossibility to load that much tonnage of nursery stock in a 32 ft. refrigerator, claim was filed on basis of the minimum of 16,000 lbs. knowing that it was a 100 to 1 shot that the ear did not contain the required minimum. Later investigation developed the fact that the actual weight in the ear was 13,500 lbs. making an overcharge of nearly \$200.00 on this one ear. Mr. Sizemore has repeatedly called the memberships attention to the above fact and cautioned to always have the ears reweighed where any such heavy weight was shown by the carrier.

As Traffic Manager he now has up with the Interstate Commerce Commission the question of lower rates on nursery stock, both earloads and less than earload and from information available at this time a hearing is expected to be granted the nursery interests the latter part of February. The Commission is now conducting a hearing on special commodity rates, but as the nursery products are not listed or covered by special commodity rates, their subject will come up under the schedule of "other commodities" and the Commission has promised to assign a date and time for the nurserymen to be heard.

Three hundred and twenty questionnaires were mailed to the membership desiring to know how much of their shipments went by freight and how much by express, if the high transportation charges had effected their business any and what percent of claims had they filed on their business during the past year. Out of these 320 questionnaires, 150 of the membership replied and from these replies, it was learned that about 85% of the nursery shipments went by freight, 146 of the answers stated that the high transportation charges had curtailed their business, while four stated it had not effected them

in the least. Taking the 150 replies as a whole, the amount of freight claims filed against the carriers was very much under one per cent.

From press reports, it appears that Great Britain is lowering the freight rates on various commodities similar to the same plan as being followed in the United States and the article further stated that they were figuring on a general reduction in freight rates on the percentage basis and the Traffic Manager now has up with parties in Great Britain for a copy of their plan of schedules to compare with what is going on in this country.

Mr. Sizemore further stated that nurserymen have been bothered more or less lately with the law in California covering outside nurserymen which require a bond and the filing of certificate and fee before they were allowed to ship into that state. Recently it has been learned this law was declared inoperative by the Attorney General, thus for the present, nurserymen need not comply with that provision of the law. The letter from the Department of Agriculture, Sacramento, Calif., dated Jan. 11th, 1922 reads as follows:

"I have your letter of January 7 having reference to registration of nurserymen outside of California who desire to ship nursery stock and plants into this state. I note also the quotation from my letter addressed to Jackson & Perkins Company, Newark, New York, under date of Nov. 26.

"The section of the law having reference to the registration of out-of-state nurserymen has been declared inoperative. However, when a nurseryman does comply with the provisions of the law, files the bond, pays the ten dollar fee and provides the necessary certificates of inspection, a permit is issued by the Director of Agriculture and there is no authority for the return of such bond or fee as may be furnished. In the event the nurseryman does not desire to comply, the law is such that we cannot enforce compliance, neither does the law permit the rejection of plants because of non-compliance with this law. A great many nurserymen have sent the bond, asking for a permit, and have omitted sending the necessary fee. Unless all of the provisions of the law are complied with the Director of Agriculture cannot issue a permit. However, in no case will plants be refused entry because this section of the law has not been fully complied with."

#### MEETING OF THE ORNAMENTAL GROWER'S ASSOCIATION

The annual meeting of the Ornamental Growers' Association was held at the Hotel Biltmore, New York City, January 4th and 5th. The following officers were elected: President, J. D. Rice, Geneva, N. Y.; vice president, R. C. Chase, Chase, Ala.; secretary-treasurer, Charles J. Maloy, Rochester, N. Y. The executive committee consists of Wilmer Hoopes, West Chester, Pa., elected for three years, and William Flemmer, Sr., Springfield, N. J., for one year. The stock report committee consists of E. S. Welch, R. C. Chase and C. R. Burr.

Among the nurserymen present at the meeting were: Robert Pyle, of Conard & Jones Co., West Grove, Pa.; Charles Perkins, Newark, N. Y.; J. P. Rice, Geneva, N. Y.; Paul C. Lindley, Pomona, N. C.; R. Kent Beattie, Washington, D. C.; J. Edward Moon, West Chester, Pa.; F. F. Rockwell, Bridgeton, N. J., and J. H. Dayton, Painesville, O. Among other nurserymen present were F. L. Atkins, Rutherford, N. J.; G. Hale Harrison, Berlin, Md.; W. E. Campbell, New Haven, Conn.; John Fraser, Huntsville, Ala.; Thomas Meehan, Dresher, Pa.; William Warner Harper, Philadelphia, Pa.; William Flemmer, Jr., Springfield, N. J.



PEARS, Standard and Dwarf.

RASPBERRIES, Plum Farmer, transplanted.

NORWAY and SUGAR MAPLE, Sizes 1½ to 2½ in.

SUGAR MAPLE, 5 to 7 feet, once transplanted, for lining out.

EUROPEAN SYCAMORE—Several fine blocks.

PIN OAK and RED OAK—Sizes 6 to 12 feet.



### EVERGREENS

RETINOSPORA Picifera Aurea, Plumosa and Squarrosa. Sizes up to four feet.

NORWAY SPRUCE—Sizes up to 6 feet.

AMERICAN ARBOR VITAE—Fine block 3 to 5 ft.

*Good supply of many leading varieties of shrubs.*

**W. B. COLE**

Painesville, - - - Ohio.

# RAFFIA

Dependable Brands

**RED STAR XX SUPERIOR  
AA WEST COAST ARROW**

Bale Lots or Less

## LILY BULBS

**LILIUM AURATUM RUBRUM  
MAGNIFICUM ALBUM**

All Hardy Varieties in Case Lots, 8-9", 200 per Case; 9-11", 150 Per Case

## BAMBOO CANES

**NATURAL, in 6 ft. Japanese and Domestic  
DYED GREEN in 18" to 3½ ft. sizes**

In Bale Lots of 2000 Per Bale

**FRENCH FRUIT and ROSE STOCKS  
PALM SEEDS**

*Write for Prices, Specifically Stating Your Requirements*

**McHUTCHISON & CO.**

95 Chambers Street

New York City

## L. R. TAYLOR & SONS

Topeka, - - - Kansas

**FOR FALL 1921**

**A Fine Lot of  
APPLE SEEDLINGS  
FRENCH PEAR SEEDLINGS**

**—ALSO—**

**Apple Trees**

**Peach Trees**

**Pear Trees**

**Cherry Trees**

**Forest Trees**

**Grape Vines**

## The Rakestraw-Pyle Company

Kennett Square, Pa.

**Offer the Following Stock:**

**ENGLISH BEECH**

6-8 ft., 8-10 ft., 10-12 ft., 2-3 in., 3-4 in., 4-5 in.

**CATALPA SPECIOSA**

8-10 ft., 10-12 ft., 2-3 in., 3-4 in.

**WHITE DOGWOOD**

4-6 ft., 6-8 ft., 8-10 ft.

**HORSE CHESTNUT**

6-8 ft., 8-10 ft., 10-12 ft., 2-3 in., 3-4 in., 4-5 in.

**AMERICAN, ENGLISH & SILVER LINDEN**

8-10 ft., 10-12 ft., 2-3 in., 3-4 in., 4-6 in.

**PIN and RED OAK**

8-10 ft., 10-12 ft., 2-3 in., 3-4 in., 4-5 in.

**SYCAMORE MAPLE**

8-10 ft., 10-12 ft., 2-3 in., 3-4 in., 4-6 in.

**NORWAY MAPLE**

2-3 in., 3-4 in., 4-6 in., 6-8 in.

**SALISBURIA**

8-10 ft., 10-12 ft., 2-3 in., 3-4 in.

**WHITE PINE**

6-8 ft., 8-10 ft.

**HEMLOCK SPRUCE**

4-5 ft., 5-6 ft., 6-8 ft.

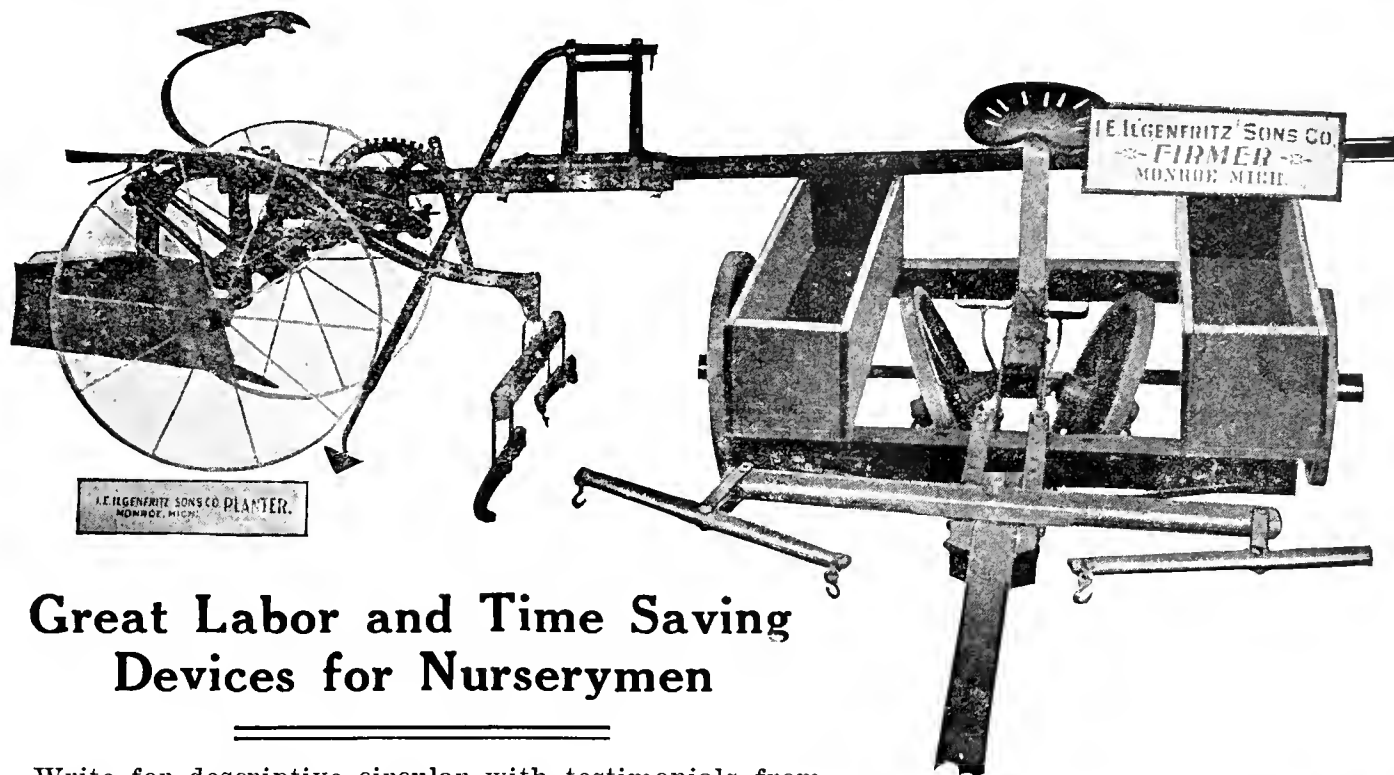
**RETINOSPORA PISIFERA AUREA**

4-5 ft., 5-6 ft., 6-8 ft., 8-10 ft.

## NURSERY AND GREENHOUSE PRODUCTS, BY DIVISIONS AND STATES, 1919

| DIVISION AND STATE         | NURSERIES        |                                           |                                                    | GREENHOUSES      |                                      |                                 |                                           |                                              |
|----------------------------|------------------|-------------------------------------------|----------------------------------------------------|------------------|--------------------------------------|---------------------------------|-------------------------------------------|----------------------------------------------|
|                            | Number reporting | Acreage used for growing nursery products | Receipts from sale of nursery products during 1919 | Number reporting | Square feet under glass Jan. 1, 1920 | Receipts from sales during 1919 |                                           |                                              |
|                            |                  |                                           |                                                    |                  |                                      | Total                           | From sale of flowers and flowering plants | From sale of vegetables and vegetable plants |
| UNITED STATES .....        | 4,049            | 51,453                                    | \$20,434,389                                       | 17,199           | 162,368,593                          | \$77,380,230                    | \$61,892,352                              | \$15,487,878                                 |
| GEOGRAPHIC DIVISIONS:      |                  |                                           |                                                    |                  |                                      |                                 |                                           |                                              |
| New England .....          | 221              | 2,532                                     | 1,255,023                                          | 1,835            | 20,473,847                           | 9,702,750                       | 7,123,415                                 | 2,579,335                                    |
| Middle Atlantic .....      | 621              | 11,399                                    | 4,398,611                                          | 5,659            | 43,938,922                           | 21,981,133                      | 18,274,676                                | 3,706,457                                    |
| East North Central .....   | 740              | 8,146                                     | 3,519,318                                          | 4,728            | 56,053,628                           | 24,948,794                      | 18,878,328                                | 6,070,466                                    |
| West North Central .....   | 602              | 7,390                                     | 2,983,215                                          | 1,686            | 15,196,378                           | 7,609,294                       | 6,148,846                                 | 1,460,448                                    |
| South Atlantic .....       | 465              | 8,210                                     | 2,223,545                                          | 898              | 7,276,675                            | 3,836,612                       | 3,488,095                                 | 348,517                                      |
| East South Central .....   | 241              | 2,856                                     | 1,024,902                                          | 557              | 3,654,582                            | 1,785,530                       | 1,510,192                                 | 275,338                                      |
| West South Central .....   | 351              | 4,765                                     | 1,237,371                                          | 402              | 2,629,946                            | 1,677,955                       | 1,400,389                                 | 277,566                                      |
| Mountain .....             | 124              | 495                                       | 210,113                                            | 383              | 3,773,655                            | 2,030,105                       | 1,752,572                                 | 277,533                                      |
| Pacific .....              | 684              | 5,660                                     | 3,582,291                                          | 1,051            | 9,370,960                            | 3,808,057                       | 3,315,839                                 | 492,218                                      |
| NEW ENGLAND:               |                  |                                           |                                                    |                  |                                      |                                 |                                           |                                              |
| Maine .....                | 18               | 70                                        | 37,538                                             | 162              | 714,580                              | 383,001                         | 325,771                                   | 57,230                                       |
| New Hampshire .....        | 12               | 91                                        | 30,755                                             | 116              | 754,238                              | 317,428                         | 279,786                                   | 37,642                                       |
| Vermont .....              | 8                | 51                                        | 25,725                                             | 69               | 272,876                              | 196,897                         | 176,667                                   | 20,230                                       |
| Massachusetts .....        | 107              | 1,517                                     | 743,323                                            | 990              | 12,953,023                           | 5,536,532                       | 3,605,698                                 | 1,930,834                                    |
| Rhode Island .....         | 21               | 260                                       | 101,739                                            | 183              | 2,274,951                            | 1,102,063                       | 846,412                                   | 255,651                                      |
| Connecticut .....          | 55               | 543                                       | 315,943                                            | 315              | 3,504,179                            | 2,166,829                       | 1,889,081                                 | 277,748                                      |
| MIDDLE ATLANTIC:           |                  |                                           |                                                    |                  |                                      |                                 |                                           |                                              |
| New York .....             | 359              | 5,288                                     | 2,310,253                                          | 2,508            | 18,289,628                           | 8,689,325                       | 7,238,721                                 | 1,450,604                                    |
| New Jersey .....           | 101              | 3,337                                     | 1,048,919                                          | 923              | 8,725,939                            | 5,064,684                       | 4,529,462                                 | 535,222                                      |
| Pennsylvania .....         | 161              | 2,774                                     | 1,039,439                                          | 2,228            | 16,923,355                           | 8,227,124                       | 6,506,493                                 | 1,720,631                                    |
| EAST NORTH CENTRAL:        |                  |                                           |                                                    |                  |                                      |                                 |                                           |                                              |
| Ohio .....                 | 168              | 2,789                                     | 1,286,947                                          | 1,667            | 19,397,183                           | 7,052,560                       | 4,311,874                                 | 2,740,686                                    |
| Indiana .....              | 123              | 1,330                                     | 409,475                                            | 675              | 7,229,383                            | 3,056,094                       | 2,388,787                                 | 667,307                                      |
| Illinois .....             | 155              | 1,869                                     | 780,092                                            | 1,104            | 19,626,091                           | 9,978,606                       | 8,430,700                                 | 1,547,906                                    |
| Michigan .....             | 170              | 1,591                                     | 779,155                                            | 894              | 5,672,838                            | 2,766,760                       | 1,896,519                                 | 870,241                                      |
| Wisconsin .....            | 124              | 567                                       | 263,649                                            | 388              | 4,128,133                            | 2,094,774                       | 1,850,448                                 | 244,326                                      |
| WEST NORTH CENTRAL:        |                  |                                           |                                                    |                  |                                      |                                 |                                           |                                              |
| Minnesota .....            | 132              | 1,881                                     | 774,060                                            | 247              | 2,758,097                            | 1,387,168                       | 1,215,628                                 | 171,540                                      |
| Iowa .....                 | 194              | 2,158                                     | 532,399                                            | 365              | 3,663,189                            | 2,059,773                       | 1,680,866                                 | 378,907                                      |
| Missouri .....             | 139              | 1,194                                     | 1,045,697                                          | 629              | 5,099,019                            | 2,229,808                       | 1,711,788                                 | 518,020                                      |
| North Dakota .....         | 16               | 388                                       | 30,088                                             | 18               | 179,212                              | 156,617                         | 141,706                                   | 14,911                                       |
| South Dakota .....         | 10               | 475                                       | 212,101                                            | 32               | 224,444                              | 214,726                         | 186,432                                   | 28,294                                       |
| Nebraska .....             | 30               | 235                                       | 98,400                                             | 95               | 1,041,665                            | 603,684                         | 524,132                                   | 79,552                                       |
| Kansas .....               | 81               | 1,059                                     | 290,470                                            | 300              | 2,230,752                            | 957,518                         | 688,294                                   | 269,224                                      |
| SOUTH ATLANTIC:            |                  |                                           |                                                    |                  |                                      |                                 |                                           |                                              |
| Delaware .....             | 20               | 189                                       | 56,089                                             | 58               | 241,251                              | 111,608                         | 83,275                                    | 28,333                                       |
| Maryland .....             | 53               | 3,015                                     | 392,464                                            | 277              | 2,162,958                            | 931,999                         | 829,271                                   | 102,728                                      |
| District of Columbia ..... | 1                | 2                                         | 700                                                | 34               | 864,243                              | 541,993                         | 536,564                                   | 5,429                                        |
| Virginia .....             | 47               | 425                                       | 100,256                                            | 171              | 1,650,354                            | 720,779                         | 616,400                                   | 104,379                                      |
| West Virginia .....        | 33               | 188                                       | 38,854                                             | 76               | 467,721                              | 210,812                         | 170,742                                   | 40,070                                       |
| North Carolina .....       | 62               | 989                                       | 334,977                                            | 94               | 453,691                              | 325,245                         | 314,945                                   | 10,300                                       |
| South Carolina .....       | 18               | 315                                       | 106,871                                            | 38               | 204,913                              | 140,178                         | 137,001                                   | 3,177                                        |
| Georgia .....              | 104              | 1,224                                     | 257,491                                            | 62               | 905,070                              | 500,420                         | 496,109                                   | 4,311                                        |
| Florida .....              | 127              | 1,863                                     | 935,843                                            | 88               | 326,474                              | 353,578                         | 303,788                                   | 49,790                                       |
| EAST SOUTH CENTRAL:        |                  |                                           |                                                    |                  |                                      |                                 |                                           |                                              |
| Kentucky .....             | 47               | 230                                       | 67,245                                             | 235              | 1,662,532                            | 718,453                         | 605,608                                   | 112,845                                      |
| Tennessee .....            | 109              | 1,168                                     | 666,028                                            | 187              | 1,245,312                            | 626,923                         | 556,907                                   | 70,016                                       |
| Alabama .....              | 48               | 1,311                                     | 234,670                                            | 79               | 485,952                              | 264,625                         | 185,868                                   | 78,757                                       |
| Mississippi .....          | 37               | 147                                       | 56,959                                             | 56               | 260,786                              | 175,529                         | 161,809                                   | 13,720                                       |
| WEST SOUTH CENTRAL:        |                  |                                           |                                                    |                  |                                      |                                 |                                           |                                              |
| Arkansas .....             | 59               | 757                                       | 185,860                                            | 68               | 352,904                              | 197,829                         | 151,985                                   | 45,844                                       |
| Louisiana .....            | 35               | 335                                       | 101,097                                            | 55               | 301,004                              | 150,323                         | 134,300                                   | 16,023                                       |
| Oklahoma .....             | 76               | 641                                       | 79,222                                             | 69               | 722,971                              | 534,705                         | 399,840                                   | 134,865                                      |
| Texas .....                | 181              | 3,032                                     | 871,192                                            | 210              | 1,253,067                            | 795,098                         | 714,264                                   | 80,834                                       |
| MOUNTAIN:                  |                  |                                           |                                                    |                  |                                      |                                 |                                           |                                              |
| Montana .....              | 23               | 95                                        | 34,582                                             | 51               | 843,902                              | 525,128                         | 491,854                                   | 33,274                                       |
| Idaho .....                | 26               | 95                                        | 45,335                                             | 33               | 237,431                              | 114,511                         | 103,794                                   | 10,717                                       |
| Wyoming .....              | 4                | 8                                         | 1,025                                              | 12               | 43,056                               | 21,217                          | 17,280                                    | 3,937                                        |
| Colorado .....             | 33               | 159                                       | 83,062                                             | 197              | 1,982,534                            | 1,062,264                       | 859,681                                   | 202,583                                      |
| New Mexico .....           | 8                | 22                                        | 2,300                                              | 30               | 158,703                              | 76,178                          | 69,012                                    | 7,166                                        |
| Arizona .....              | 14               | 60                                        | 23,481                                             | 10               | 6,516                                | 4,343                           | 3,710                                     | 633                                          |
| Utah .....                 | 15               | 55                                        | 20,298                                             | 49               | 487,513                              | 220,864                         | 201,641                                   | 19,223                                       |
| Nevada .....               | 1                | 1                                         | 30                                                 | 1                | 14,000                               | 5,600                           | 5,600                                     | .....                                        |
| PACIFIC:                   |                  |                                           |                                                    |                  |                                      |                                 |                                           |                                              |
| Washington .....           | 76               | 368                                       | 308,665                                            | 330              | 2,680,369                            | 1,046,021                       | 708,210                                   | 337,811                                      |
| Oregon .....               | 68               | 1,212                                     | 344,168                                            | 182              | 1,627,293                            | 584,665                         | 508,261                                   | 76,404                                       |
| California .....           | 540              | 4,080                                     | 2,929,458                                          | 539              | 5,063,298                            | 2,177,371                       | 2,099,368                                 | 78,003                                       |

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## NURSERY AND GREENHOUSE PRODUCTS IN THE UNITED STATES

The Department of Commerce, through the Bureau of the Census, announces the following figures from the 1920 census of agriculture for the United States:

### NURSERY AND GREENHOUSE PRODUCTS IN THE UNITED STATES: 1919

#### Nurseries:

|                                                            |              |
|------------------------------------------------------------|--------------|
| Number of farms or establishments reporting.....           | 4,049        |
| Acreage used for growing nursery products.....             | 51,453       |
| Average per farm or establishment reporting.....           | 12.7         |
| Receipts from sale of products .....                       | \$20,434,389 |
| Average receipts per farm or establishment reporting ..... | \$5,047      |
| Average receipts per acre .....                            | \$397        |

#### Greenhouses:

|                                                    |              |
|----------------------------------------------------|--------------|
| Number of establishments reporting January 1, 1920 | 17,199       |
| Square feet under glass, January 1, 1920.....      | 162,368,593  |
| Receipts from the greenhouse products, 1919.....   | \$77,380,230 |
| Flowers and flowering plants .....                 | \$61,892,352 |
| Vegetables and vegetable plants .....              | \$15,487,878 |
| Average receipts per establishment .....           | \$4,499      |
| Average receipts per square foot under glass.....  | \$0.48       |

#### NURSERIES

The amount received from the sale of nursery products in the United States during 1919, according to the Fourteenth Census, was \$20,434,389, an average return of \$5,047 for each of the 4,049 farms or establishments reporting. The number of acres reported as used for growing nursery products was 51,453; the average acreage per farm or establishment reporting was 12.7; and the average amount received per acre for nursery products was \$397.

The total receipts derived from the sale of nursery products exceeded \$1,000,000 in six States, as follows: California, \$2,929,458; New York, \$2,310,253; Ohio, \$1,286,947; New Jersey, \$1,048,919; Missouri, \$1,045,697, and Pennsylvania, \$1,039,439. These States reported almost one-half (47.3 per cent.) of the total receipts from the sale of nursery products in the United States.

Five States reported over 3000 acres used for growing nursery products in 1919, as follows: New York, 5288 acres; California, 4080 acres; New Jersey, 3337 acres; Texas, 3032 acres, and Maryland, 3015 acres.

California and New York were the leading States in the number of farms or establishments reporting sales of nursery products with 540 and 359, respectively.

#### GREENHOUSES

The total receipts derived from the sale of greenhouse products during 1919 amounted to \$77,380,230, of which amount \$61,892,352, or 80 per cent., represented the receipts from the sale of flowers and flowering plants, and \$15,487,878, or 20 per cent., represented the receipts from the sale of vegetables and vegetable plants. The total area under glass in greenhouses as reported on January 1, 1920, was 162,368,593 square feet. These figures include the area under glass in cold frames, as well as the area in greenhouses or hothouses. The average return per square foot under glass was \$0.48, and the average return for each of the 17,199 establishments reporting was \$4,499.

The amount received from the sale of greenhouse products during 1919 exceeded \$5,000,000 in the following States: Illinois, \$9,978,606; New York, \$8,689,325; Pennsylvania, \$8,227,124; Ohio, \$7,052,560; Massachusetts, \$5,536,532, and New Jersey, \$5,064,684. These six States reported 57.6 per cent. of the total receipts from the sale of greenhouse products.

More than one-half (53.7 per cent.) of the total area under glass in greenhouses on January 1, 1920, was reported in five States, as follows: Illinois, 19,626,091 square feet; Ohio, 19,397,183, square feet; New York, 18,289,628 square feet; Pennsylvania, 16,923,355 square feet and Massachusetts, 12,953,023 square feet. No other State reported as much as 10,000,000 square feet under glass in 1920.

New York, Pennsylvania, Ohio and Illinois were the leading States in the number of establishments reporting receipts from the sale of greenhouse products, with 2508, 2228, 1667 and 1104 establishments, respectively.

## THE FUTURE OF ORCHARDING

*By C. G. Marshall, Arlington, Neb., Read Before the Western Association of Nurserymen at Kansas City, January 26th*

The word "orcharding" covers a big subject and the title of this paper, not limiting the discussion to any particular part of the country, allows for a big territory to be covered. What I will have to say relative to orcharding, however, will be confined mainly to the territory in which members of the Western Association of Nurserymen are most interested, that between the Rocky Mountains and the Ohio River, or the Great Central West, and will refer to the apple.

My experience in orcharding has been confined to the Missouri River section, and this territory is probably not more favorably situated, nor has it more natural advantages for successful orcharding than has most of the territory covered by the membership of this Association.

As a general statement, I would say that orcharding has been successful and profitable in this territory, and it should be even more successful and profitable in the future. Population is gradually increasing, and the demand for orchard fruits is also increasing. Orcharding is also becoming more and more of a specialized industry, and the specialist in orcharding has less competition from the careless or ignorant grower than he has had in the past. Government statistics show that during the period between 1910 and 1920, the number of bearing apple trees in the territory mentioned, decreased almost one half. It also shows that planting during this period was much less than during the preceding ten years, so there is now a considerable less number of orchard trees, both bearing and non-bearing, than there was ten years ago.

It has been only on the extreme east and west coasts where production has held even or made any appreciable increase during the past ten years. Authorities seem to agree that the Northwest has now reached its zenith of apple production. There has been less planting in the Northwest during the past ten years than during the previous ten year period, and when the trees that are now bearing their maximum crops begin to die off, three will be a less number of trees coming on to take their places. The same condition holds true to quite an extent over the eastern apple growing sections, with one or two exceptions.

New York, which normally has produced almost one fourth of the apple crop of the United States, has not planted as many apple trees the past ten or twenty years as during the ten to twenty year period just previous. Undoubtedly there will be a decline in the commercial output from this source in the near future.

The Shenandoah-Cumberland and Piedmont districts of Pennsylvania, Maryland, and the Virginias, have come into prominence in recent years. Considerable planting has been done all through this section during the past few years and we may expect an increase in production from this territory for some years to come.

Orchard sections of the Great Central West, which includes the Ozark and Southern Missouri regions, which a few years ago had millions of bearing trees, and which are now on the road to neglect and decay, are not keeping up their former rate of planting, and in a few years, unless more planting is done, this section will not be producing any appreciable quantity of commercial apples.

In the Missouri River region, including western Iowa, eastern Nebraska, northwestern Missouri and northeastern Kansas, commercial orchard planting has been almost at a standstill for the past ten or fifteen years. In this section there were many orchards that were profitable eight to twelve years ago that are now entirely dead, and as mentioned, very few young trees are coming into bearing in this country.

Colorado, New Mexico, Idaho and Utah have barely held their own in commercial planting in recent years and this territory has probably very nearly reached its period of maximum production. It may show a decrease in the near future if it is not now doing so.

Statistics show that the states of Wisconsin, Michigan, Indiana, Illinois, Ohio and Kentucky, have a considerable less number of apple trees of bearing age and in fact of all ages, than they had ten to twenty years ago. This condition is due more to the fact that the home or farm orchards have died off very rapidly during this period, and have not been replaced on so large a scale. In some sections of this territory, there has been considerable commercial planting, but this has not been general and the total number of trees in this great territory is now only slightly more than one half of what it was in 1910.





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| Arbor Vitae—Hoveys Golden  | Juniper Tamariscifolia    |
| Arbor Vitae—Pyramidalis    | Norway Spruce             |
| Arbor Vitae—Siberian       | Pinus Mugho               |
| Arbor Vitae—Tom Thumb      | Pinus Flexilis            |
| Arbor Vitae—Orientalis     | Pinus Ponderosa           |
| Arbor Vitae—Geo. Peabody   | Pitch Pine                |
| Austrian Pine              | Pinus Densifolia          |
| Balsam Fir                 | Red Cedar                 |
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| Black Hills Spruce         | Retinispora (3 varieties) |
| Colorado Blue Spruce       | Swedish Juniper           |
| Concolor                   | Scotch Pine               |
| Douglas Spruce             | White Pine                |
|                            | White Spruce              |

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So after summing up the condition of orchards in all parts of the country, the number of trees of bearing age, and the number of trees that are planted and not yet in bearing, it seems that there is a great future for commercial orcharding. I can see no reason why the wide-awake apple grower of the Great Central West, who has his orchard situated on the right kind of soil, and gives it the proper care, should not be very successful. He will have the same demands from the larger towns and cities of his territory that he has always had, and he will have a much greater demand from the small towns and farming communities than he had during the past 10 to 20 years.

Twenty-five to thirty-five years ago there was much planting of semi commercial orchards in the Central West; almost every farmer through the Corn Belt planted from fifty to two or three hundred apple trees. During the past fifteen or twenty years these orchards have been producing considerable quantities of largely inferior fruit which supplied the local markets and quite a lot found its way to the nearby city markets and competed with fruit of better quality. These orchards are mostly dead or dying at this time, and these farmers have not, and will not replace them with orchards of the same size. When these semi commercial orchards began to die off home owners were slow to renew their plantings and as a result there are many farm homes today that do not have either old orchards or young orchards coming on. The old orchard has died and the farmers have not planted any young trees to this time. As a result, a great many of these farmers who a few years ago were producers of fruit, not only for their own use but for the nearby markets, are in the market to buy fruit for their own use, and will be for a number of years. The home owner who is planting today is planting only from twelve to twenty-five and up to fifty trees in his family orchard. He is not expecting to sell any fruit from this orchard, but is planting it merely for his own use.

This Central West also contains a number of large cities that receive and distribute a great bulk of the apple production of the United States. It is hardly more than 500 or 600 miles from any of this territory to Minneapolis, Chicago, Indianapolis or Pittsburg, and these are all very important apple markets of the country. The matter of freight charges has in the past, and always will favor the apple grower of this territory. Competition from the extreme west, and to a lesser extent from the east, is handicapped on this account, and this difference alone more than offsets any natural advantages that some sections of these districts may have.

Before the war, apple growers in the central west found it fairly profitable to grow apples, spray them thoroughly, and put them on the cars at fifty cents a bushel or \$1.00 per hundred pounds in bulk. Ten to twenty cents per bushel would put this fruit on Chicago or other large markets so that it could be sold for sixty or seventy-five cents per bushel, and give the grower a fair return. Pre-war freight rates made it cost the northwest grower fifty to sixty cents per bushel to get his apples to these markets, so that the grower of the Central West could market his fruit at a profit in competition with the grower from the Pacific Coast while he was getting only freight charges. Figures taken by the United States Department of Agriculture on cost of production items in the Northwest, including labor, material, investment, insurance, taxes, etc., showed that it cost about eighty cents per bushel box to produce fruit in that section, which, added to the freight at that time, of fifty to sixty cents, made a total cost of putting their fruit on these markets at \$1.30 to \$1.40 per bushel. Present freight rates make this cost considerably higher. While the cost of production and also freight charges have increased in about the same proportion for the grower of the Central West, the difference in cost of production in these sections is wider than it was before the war.

Men who have made a careful study of the cost of production in different sections of the country, state that there is approximately fifty cents per bushel advantage to the grower of the Missouri River section over the grower of the extreme northwest and as stated above, the grower from this territory, before the war, could make a fair profit on this fifty cent difference. I do not believe however, that first class apples from any part of the country will have to sell at such a price in the future. Well grown apples, carefully graded, and apples that will keep, have almost always sold readily at \$1.00 per bushel or more on the markets of the country, and undoubtedly these figures will be a low price for the future.

Our company has grown apples commercially to some extent in eastern Nebraska, and while our location is probably not the very best, considered from every angle, for commercial orcharding, we have made very satisfactory profit from this source. Our forty acre orchard produced about 75,000 bushels of apples during one seven year period; and during the life of these trees which ranged from twenty-five to thirty years, this orchard

produced more than 100,000 bushels of apples, or averaged about 100 bushels per acre annually from the time the trees were set until they were cut out after a large proportion of them had died. Several crops of this orchard approached \$10,000 in value, and each of these crops would have paid for the land on which the trees stood, and left enough extra money to pay for the care of the orchard during those particular years. The net profits, after all expenses including planting, cultivation, pruning, spraying, harvesting, and the cost of several hand sprayers and three power sprayers all of which were not worn out on this orchard, was about \$43,000.00. This orchard was grubbed out several years ago so that none of the heavy crops were produced during the period of extreme high prices.

Numerous orchards in this same territory and in other parts of the Central West can be pointed to, that have produced from three to five hundred dollars per acre net, and even more, during the past few years when prices have been at the high mark. One Richardson County, Nebraska, orchard gave a gross return of \$20,000 from forty acres in 1917. Another forty acre orchard in the same county produced 5,000 barrels of high class apples in a single season. And so I might go on and point to numerous instances where very large returns have been received from orchards in the Central West.

Getting profits from apple growing has been easy in the favored districts of almost any states east of the Rocky Mountains, except in the extreme south, when good judgment was used in picking the site, selecting the varieties and caring for and spraying the orchard. There has never been a time when well grown fruit from this part of the country could not find a market that would give some profit to the grower. The future certainly promises more than the past has given. As already pointed out, the acreage has practically been cut in two so that it appears that there can hardly be an over-production until many million more trees are brought into bearing than we have now.

There are also possibilities of developing foreign markets for a great many more of our apples than we have been exporting. European markets as well as the Orient and South America furnish tremendous possibilities as consumers of the American apple. Before the war we exported about 2,000,000 barrels annually. Direct shipments to South America began in 1910 and in four years the shipments to this continent increased about 400 per cent. These factors for increasing our markets are likely to prevent any over-production for years to come. The lack of planting since 1910 is apt to cause an actual shortage in the near future.

Are the nurserymen of this territory doing what they should to encourage orchard planting? True, we are sending our catalogs and our representatives to the home owners in all parts of the country, and using as much persuasion as possible to get these home owners to plant trees and plants of all kinds. We have not however, shown enough interest in the spreading of commercial orchard planting encouragement, and I believe it is up to the nurserymen of this Association to get more information before the people, that will interest them in this industry. In other words, we should spread more propaganda. The work undertaken by the Market Development Bureau of the National Association is fine. However this takes up mainly the home orchard problems and is intended to encourage home planting rather than commercial planting. You ask how we should do this. We, also as individuals can do quite a lot of it through our local and farm papers. Such publications are always willing and anxious to get articles that are instructive and that tend to encourage the planting of commercial orchards in sections where commercial orcharding is reasonably profitable. A little time given to the study of these matters by nurserymen and a little time spent in the preparation of articles and handed to the editors of these papers will certainly help to stimulate the demand for trees for commercial planting.

I also believe we should have a slogan that is suggestive to every reader. I feel that a greater part of the orders received, especially by salesmen, are obtained by the use of this idea; "There's a place for more trees and shrubs." It is a challenge to the country, community, and individual; to the commercial or home orchard prospect; and even the man who needs only a few trees to fill in. Suppose we all used this as a slogan. The follow up with it is to suggest the place and what to place there. "I haven't a place for it" is the most common "No" encountered by nursery salesmen. But keeping on with my subject, commercial orcharding, the place is America, the Middle West, your community, the prospect's place.

It seems to me that we can say considerable more than we usually do in our catalogs about commercial orcharding. A half page or a page in the catalog pointing out what can be done, giving some definite figures showing what has been accomplished in certain sections of the territory, will certainly help very ma-

**TWO  
YEAR  
APPLE**

Jonathan  
Staymans  
Winesap  
N. W. Green-  
ing  
M. B. Twig  
And Lots of  
Other Good  
Things,

Including  
Pear  
Plum  
Apricot  
Quince



A Block of our Two Year Apple—dug this Fall

**F. H. STANNARD & CO.**  
OTTAWA STAR NURSERIES

**OTTAWA  
KANSAS**

**ONE  
YEAR  
APPLE**

A  
Complete  
Commercial  
Assortment  
for the  
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The Best  
Apple  
Offered to  
the Trade

Ask for  
Our Latest  
Bulletin

**SPECIALS**

We find we will have considerable more of the following stock than we will need for our Retail Trade the coming Spring:

**BERBERIS THUNBERGII.** Fine, bushy stock, 1½-2 ft., and 2-2½ ft.

**CALIFORNIA PRIVET,** 2-yr., cut-back, extra fine, 2-3 ft., 4-10 branches, 2-3 ft., 10-20 branches.

**NORWAY MAPLES.** Extra fine, straight and well-rooted; 10-12 ft., 1½-1¾, 1¾-2, 2-2½ and 2½-3 inch caliper.

Also Shellbarks, Beech American, English and grafted varieties, Fern-leaved, River's Purple-leaved and Weeping. Maple Red and Sugar, Oaks, Lombardy Poplars, Clematis Paniculata.

**EVERGREENS.** Biota Aurea Nana, Compacta, Conica Densa, Globosa, Box Pyramidal, Fir Nordman's Retinosporas, Spruce, Hemlock, etc.

*Write Us for What You Want*

**Hoopes, Bro. & Thomas Company**  
**West Chester, Penna.**

Established 1853.

**GRAPE VINES  
CURRANT and GOOSEBERRIES**

*38 Years' Experience*

Let me quote you prices on your list of wants. Have them in all grades, but have some extra fine 1 yr. vines in surplus in Concord, Worden, Niagara, Moore's Ey., Mo. Diamond, Campbell's Ey., Agawam and Saline. All graded up to the standard which is well known to the trade, and our prices will be right. Give me a chance and I will please you.

**THE J. H. FOSTER NURSERY**

Successor to Foster-Cooke Co.  
**FREDONIA, N. Y.**

**Small Fruit Plants  
for the Trade**

**Eldorado and Blower Blackberry, Cumberland, Kansas, Plum Farmer, Gregg, Haymaker, Cardinal, St. Regis, King and Cuthbert Raspberries.**

**P. D. BERRY & SONS**

159 Haller Street

Dayton, Ohio

**Rhododendrons, Kalmias and Azaleas**

Any size, any quantity, in straight or mixed cars, or less. Also other native plants and shrubs of the Blue Ridge Mountains.

**J. B. ANDERSON, Black Mountain, N. C.**

**850,000  
60 VARIETIES**

**GRAPE-VINES**

A large stock of TWO and THREE-YEAR VINES, also SMALL FRUITS, EVERGREENS and PERENNIALS, fibrous rooted, strong, first-class and guaranteed strictly true. Price List free. **LEWIS ROESCH, FREDONIA, N. Y.**

When writing to Advertisers please mention the National Nurseryman.



terially to encourage people to plant such orchards. Nurserymen who sell through agents can also keep these agents posted and give them good information on the profits of orcharding in the sections in which they are working. There is always plenty of good data to be had, and if we would simply get it together and get it in shape so that the agents can use it,—if these agents are sent circular letters or bulletins occasionally, giving some real figures on what has been accomplished and what might be done, undoubtedly they would use such information to good advantage.

The nurseryman should advise himself as to the best and most up-to-date orchard practices. He should know varieties so that he can at least identify the principal ones. He should be able to advise intelligently as to the most profitable varieties for each part of his territory. He should also be in a position to advise relative to cultivation, pruning and spraying, and if he sells through agents he should pass such information on to them so far as possible and practical. A nurseryman and his representatives who are in a position to talk commercial orchard problems intelligently will do considerably more to stimulate orchard planting and will undoubtedly get more of the commercial orchard business. Such information should point out the requirements for success, and it should help to combat the gossip and misunderstanding of those who say "It don't pay to plant orchards." It has paid in the past and I have confidence in the future.

### CONFERENCE ON FERTILIZER PROBLEMS

Department of Agriculture Officials and Manufacturers  
Hold Conference

A meeting of about fifty members of the Department of Agriculture and of the National Fertilizer Association was held in Washington January 6, following the suggestion of the Association's Soil Improvement Committee that an exchange of views and ideas would help them in solving some of their present problems.

After Secretary Wallace had opened the conference with a mention of the matters which ought to be considered by it, C. H. MacDowell and W. D. Huntington of the Association presented some of the dominant questions which are occupying the industry's attention. The credit situation, the industry's efforts to adjust itself to changed conditions, freight rates, the farmers' own difficulties and the need for improved fertilizer distributing machinery were among the points touched on. Mr. Huntington spoke particularly about the industry's stand in favor of high analysis fertilizers and appealed for the support of all Government and State agencies in promoting their use in preference to low analysis goods.

The Department's work and views on these matters were presented by several men who are in close touch with the current situation. W. H. Waggaman of the Bureau of Soils suggested the possibilities in replacing sulphuric acid with phosphoric acid in the manufacture of fertilizer and of other interesting phases of the investigations being made in that direction. Dr. Oswald Schreiner of the Bureau of Plant Industry spoke particularly of the experimental work being done on various important crops under commercial conditions while Dr. H. C. Taylor, Chief of the Bureau of Markets and Crop Estimates brought to the conference some suggestions of practical importance in meeting some of the existing difficulties.



L. F. DINTLEMAN, Belleville, Ill.  
*Specialist in Peony Growing, Who Made an Address Before  
the Illinois Nurserymen*

### TRANSPLANTING LARGE TREES

Mr. Stephen Hoyt, nurseryman, of New Canaan, Conn., appeared before the students of the nursery course at Massachusetts Agricultural College on January 17th and discussed his methods of transplanting large trees. This is a branch of the work in which Mr. Hoyt's nurseries have specialized for a number of years and have achieved notable success. Mr. Hoyt explained his method, both of handling large trees 12-18 inches in diameter, and smaller trees. The small ones are usually handled with canvas, while the larger ones are dug and transported without burlaping but with large balls of earth. Mr. Hoyt prefers to do this work during the spring months, but has accomplished many successful removals during the fall months and even during the summer when trees were in foliage. This sort of transplanting is more successful with deciduous species. Mr. Hoyt does not recommend the transplanting of very large evergreens and prefers the early spring months for that work.

The Pin Oak can be transplanted very successfully though the Red Oak is hard to handle, and the White Oak difficult also. The Beech transplants well, contrary to a common belief. The Dogwood also transplants well.

After care during the first two years after transplanting is exceedingly important. Most of the losses in transplanting trees are due to negligence at this time, especially during the second year. Newly transplanted large trees should be handled, watered and fed like potted plants. All transplanted trees should be headed back and thinned out at the time of transplanting in order to bring the tops into balance with the roots.

Work of this kind is very expensive and liberal charges must be made or business will show a loss at the end of the year. The usual price for transplanting large trees is from \$100 up. When trees are guaranteed to live 50% should be added to the charge.



Order your season's supply of  
**SPHAGNUM MOSS**

now while prices are most favorable for you. Delivery when you want it, now or later. Amundson Sphagnum moss in wired balls is produced particularly for nursery uses and is guaranteed by us to be satisfactory in every way.

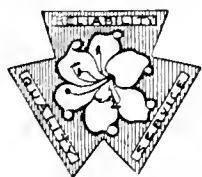
Prices and information at your request.

**The A. J. Amundson Co.**

Lock Box 2

CITY POINT, WISCONSIN

NOT PRICE



BUT QUALITY

## TREE SEEDS

LET US QUOTE YOU OUR ATTRACTIVE PRICE

**T. SAKATA & CO.**  
**SEED GROWERS & MERCHANTS**  
Kanagawa, Yokohama, JAPAN

## RICE BROTHERS CO.

Geneva, N. Y.

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|---------|----|------------------|
| A       |    | Fruit trees      |
| General | on | Ornamental trees |
| Surplus |    | Shrubs and Roses |

Write for prices.

**FRUIT TREES**—Pear, Plum, Peach, Apple and Cherry.  
**SMALL FRUIT**—Raspberry, Blackberry and Currants.  
**FINE LOT OF GRAPES**—Concord, Agawam, Salem, Wyoming Red, Brighton, Worden, Niagara and Delaware 1 year No. 1, and some varieties 2 year No. 1.  
**SILVER MAPLE**—Sizes 1 to 4 in.  
**NORWAY MAPLE**—Sizes 1 1/4 to 4 in.  
**CUT LEAF BIRCH, EUROPEAN SYCAMORE**  
Fair Assortment of Shrubs, Spirea, Hydrangea, Etc.

**H. J. CHAMPION & SON**  
PERRY, OHIO

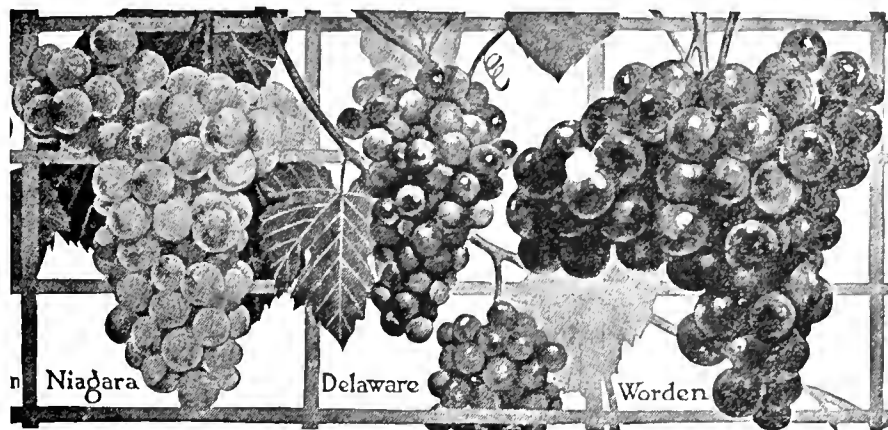
BEST SORTS IN NEW AND STANDARD

2 1/4-inch  
Pots for  
lining out

## ROSES

THE LEEDLE FLORAL COMPANY  
SPRINGFIELD, OHIO

4-inch  
Pots for  
short lists



**T. S. HUBBARD CO., Fredonia, N. Y.**

Growers of Grape Vines and Small Fruit Plants  
For Garden and Vineyard Planting

Established 1866

Send for Catalogue

## SURPLUS, WINTER and SPRING 1922

PEACH TREES, one year from bud, full assortment, all grades.

PLUM ON PEACH, extra fine, mostly Black Beauty, Burbank, Wickson, Wild Goose.

APRICOT ON PEACH, Superb, Moorpark, Royal.

ONE YEAR APPLE, Commercial sorts. Strong on Jonathan, Winesap, Grimes Golden, Stayman Winesap.

Write for quotations on any of the above. Indicate varieties, grades and quantities desired.

**NEW HAVEN NURSERIES**  
NEW HAVEN, MISSOURI.

## COMMERCIAL NURSERY CO.

Has Peach Trees

If you are going to need Peaches, it will pay you to have correspondence with us.

Have good assortment in heavy grades.  
Write us at

Decherd, Tenn.

## PEACH PITTS

**The Howard -- Hickory Co.**  
Hickory - - N. C.

We offer one year Apple, one year and June Bud Peach and California Privet. Send us your list for prices.

We offer Apple Scions. Write for list and price.

**Chattanooga Nurseries, Chattanooga, Tenn.**

## LANDSCAPE PHOTOGRAPHS

My Landscape Photographs give good satisfaction to the companies using them. One hundred fifty-two firms use these views. Something you need badly at a moderate price. Circular of numbered plates sent free.

B. F. CONIGISKY

227 N. Adams St., Peoria, Ill.

### NEW NURSERY FIRM

The McBeth Nursery Co. was incorporated at Springfield, Ohio on January 10, 1922, for the purpose of propagating and growing a general line of ornamental nursery stock. Mr. Thomas A. McBeth is president of the new firm.

Heretofore Mr. McBeth has propagated and sold rooted cuttings. It is the intention of The McBeth Nursery Co. to produce lining out stock and finished plants.

Floyd H. Mick, who is a landscape architect of prominence in Springfield, Ohio, is vice-president. James C. Netts, a rose grower also of Springfield, is secretary and treasurer.

The company's office and propagating houses are located at 2678 E. High St., Springfield, Ohio.

### MAIL ENTRY OF IMPORTS UNDER REGULATION 14, QUARANTINE 37, HEREAFTER PERMITTED.

The importation by mail of plants and seeds for propagation, except field, vegetable and flower seeds, and importations made by the Department of Agriculture, is prohibited. (See U. S. Official Postal Guide, July, 1921, page 138, Section 180.) Inasmuch as importations made by special permit under Regulation 14, Quarantine 37, must necessarily be addressed to the Federal Horticultural Board either at Washington, D. C., or at the Ferry Building, San Francisco, Calif., and pass through the inspection offices of the Board at these points and be inspected and safeguarded by the agents of the Board, it is believed to be safe and desirable to extend the privilege of importation through the mails to such shipments.

In accordance with this decision, permission for the importation through the mails of special permit material under Regulation 14 will hereafter be authorized on request, when warranted by the nature and amount of the proposed shipment. Such authority, if approved, will be indicated on the permit, and tags for such mail shipments will be furnished. These tags will be addressed to the United States Department of Agriculture, Federal Horticultural Board, either Washington, D. C., or Ferry Building, San Francisco, Calif., and will carry the permit number and name and address of the importer, and when attached to the package will authorize the foreign postmaster to accept it for shipment. By special arrangement with the United States Post Office Department, such mail shipments, after inspection, may be forwarded to the importer without payment of additional postage. The entry requirements in the case of mail shipments are somewhat simplified. By arrangement with the customs service such shipments are permitted to come in bond directly to the Department of Agriculture either at the Washington or San Francisco offices of the Board, obviating any brokerage service for forwarding from port of first arrival. The importer will have to provide merely for customs clearance either at Washington or San Francisco.

It should be distinctly understood that mail shipment of plants and seeds for propagation is strictly limited to special permit material under Regulation 14, and to

field, vegetable and flower seeds under Regulation 2, and is prohibited as to commercial or other entry under Regulations 3 and 15 of Quarantine 37.

C. L. MARLATT,

Chairman of Board.

### MASSACHUSETTS NURSERYMEN'S ASSOCIATION

The annual meeting of the Nurserymen's Association was held January 17, in Horticultural Hall, at Boston.

Among the things discussed was daylight saving, of which opinion was evenly divided for and against.

Freight and express rates were also discussed and agitation looking to the reduction of express rates was strongly endorsed.

Christian Van der Voet, superintendent of the Arnold Arboretum, treated the subject of "Pruning" from a practical, scientific and economic standpoint. He covered all the phases and operations connected with the pruning of nursery stock. The lecturer demonstrated the points and principles which he wanted to bring out with the aid of suitable material from the nursery, field, garden and orchard.

A Plant Committee was appointed to report to the association any new and meritorious plants deserving of recognition. An Equity and a Legislative Committee were also appointed.

The committee on the Nursery College Course reported the progress that had been made in establishing the ten weeks' course at Amherst College.

The following officers were elected: President, S. A. Robinson; vice president, R. M. Wyman; secretary and treasurer, Winthrop H. Thurlow.

### QUESTION AND ANSWER COLUMN

Will you please give us some information on *Rosa Japonica multiflora*, color, time of blooming, etc. It will be very much appreciated.

R. F. G.

*Rosa multiflora* is a native of China and Japan. It is a vigorous growing plant, making long climbing or recurving branches. The leaflets are usually nine in number. The flowers are single and white and produced in large corymbs or panicles. The hips or fruit of course comes in clusters, the individual hips being globular in shape.

It is used quite freely as an ornamental plant by landscape gardeners but its chief interest and value to the nurseryman is its value as a stock, some rose growers using it very freely for grafting and budding upon. It has also been of great interest to the hybridizers.

Kindly inform us if you can, where we can secure graft wrapping machine. Seems as though firms manufacturing nursery tools do not believe in advertising. Thanking you, we remain,

Yours truly,

T. N.

Will some reader kindly advise where such machines can be procured so that we may advise our correspondent?—Editor.

**DO NOT FORGET!!!**  
**RAFFIA**

The cheapest and best material for Budding and Tying is RAFFIA. We can ship promptly. Standard Brands:- RED STAR, X. X. SUPERIOR, A. A. WESTCOAST. Write for prices.  
**THOMAS B. MEEHAN CO., Dresher, Penna.**

**CALIFORNIA PRIVET**

2½ to 3 ft., 5 branches up.

**CLIMBING ROSES**

American Pillar, Excelsa Snowdrift, White Dorothy

**ROSA RUGOSA RUBRA and ALBA**

*"Well Grown and Well Graded"*

**KOSTER & CO.**

Bridgeton, N. J.

**WOOD LABELS**

For Nurserymen and Florists

**Dayton Fruit Tree Label Co.**

South Canal St., Dayton, Ohio

**M. KOSTER & SONS**

BOSKOOP,  
HOLLAND

offer to grow on contract

**MANETTI**

and other stocks  
for the American trade.

**GRAPE VINES**

GROWN  
GRADED  
PACKED  
PRICED

**RIGHT**

**HARRY W. JOINER**

PERRY

OHIO

**THE F. E. SCHIFFERLI NURSERIES**

FREDONIA, N. Y.

Let us quote you prices on your requirements in one and two year **GRAPE VINES, CURRANTS and GOOSEBERRIES** for immediate or early spring shipment.

You will find our prices and grading right.  
Write us before placing your order.

**MYROBOLAN**

PEAR

**SGARAVATTI**  
TRADE MARK

APPLE

**STOCKS FOR PROPAGATING  
HARDY - STURDY - HEALTHY  
THE STOCKS FOR EVERY SOIL AND CLIMATE**

*For Prices That Defy Every Competition, Apply to the  
General Sales Agents:*

**FELIX & DYKHUIS**

*Fruit Tree and Rose Stock Specialists*

**BOSKOOP, HOLLAND**

Established 1866

**NAPERVILLE NURSERIES**

— Growers of —

**Trees, Evergreens, Shrubs, Perennials, etc.**

**Lining Out Stock**

**NAPERVILLE, ILL.**

TELEPHONE, NAPERVILLE No. 1.

**W. T. HOOD & CO.**

**OLD DOMINION NURSERIES**

**Richmond, Virginia**

Surplus Norway Maples (large size), Silver Maples, Sugar Maples, Red Oaks, Pin Oaks, California Privet, ¾, 1½, 15/16 and 15/8 inch; Amoor River Privet, South, 1½ and 2½ inches; Magnolia Grandiflora, one-year peach; Concord Grapes. Can use in exchange: Apples, Cherry and Standard Pear; Small Evergreens and Shrubs and ¾ ft. Norway Maples; Blackberry Root Cuttings. Roses: Budded Roses and Roses on own roots.

**LABELS FOR NURSERYMEN**

**THE BENJAMIN CHASE CO.**

**DERRY, N. H.**

When writing to Advertisers please mention the National Nurseryman.

Why do birch trees die when in full leaf and apparently in good health?

E. T. B.

The death of Birch trees such as you describe is most likely caused by the bronze birch borer. Owing to the peculiar paper like construction of the birch bark it is very difficult to see the borer at work before the damage is done. Close examination will reveal small holes, and if the outer bark is peeled off it can be readily seen where the borer has been at work and completely girdled the tree causing its death. The eggs are laid by a beetle, bronze green in color, and about one half inch long in the crevices of the rougher portions of the bark. When the eggs hatch out into grubs, these immediately bore into the bark and are out of sight while doing the damage.

There is really no effective remedy because the damage is done before it is discovered. If branches are seen to be dying they should be immediately cut off below where the borer is at work and burnt. General cleanliness to prevent the eggs from being left undisturbed is a preventative. In many parts of the country there are very few birch trees of any size on account of this pest.

Are there any kinds of Australian Gum trees that would be hardy out of doors in the latitude of Washington, D. C.

E. S.

The Eucalyptus or Australian Gum is not hardy as far north as Washington. It is very freely planted in California and Florida. It is possible some of the hardiest sorts such as *Eucalyptus Globulus* would be hardy as far north as the eastern portion of north Carolina but we doubt very much if it would stand the winters much farther north.

What is the best commercial fertilizer to use for growing a miscellaneous assortment of trees?

Stable manure is getting so scarce we cannot procure it in sufficient quantity. Our soil is a clay loam.

A. T. B.

Your question is rather a difficult one to answer off hand as the first requisite to intelligent fertilizer is to know what the soil lacks and then supply the missing plant foods. The fertilizer companies put up all kind of brands largely based on the supposed need of the farmers and truckers having the needs of plants in mind rather than what is missing in the soil they might be used upon with the result that very often he applies something the soil already has in sufficient quantity for that particular crop he is growing. Voorhees in his work on fertilizers gives the following formula based upon results of experimental work conducted by the N. J. Experiment station.

For young apple trees—two or three years old, before coming into bearing:—

150 lb. muriate of potash,

300 lb. acid phosphate,

100 lb. nitrate of soda,

to the acre.

For the first and second year of bearing:—

150 lb. nitrate of soda,

400 lb. acid phosphate,

100-200 lb. muriate of potash,

to the acre.

During mature bearing:—

200 lb. nitrate of soda,

400 lb. acid phosphate,

200 lb. muriate of potash,

to the acre.

The plant foods necessary to grow good apple trees should in a general way apply to other kinds of deciduous trees.

### INTERESTING LETTER FROM P. OUWERKERK

Rotterdam, Dec. 22, 1924

The National Nurseryman

Flourtown, Penna., U. S. A.

Gentlemen:

Conditions have not changed much since I left the United States and with a few exceptions the importations of trees and plants remain closed, and when the trade was open again I do not think we could send much to supply the trade as the nurserymen here in Holland do not grow much more on the chance that they can ship to the United States. The more tender sorts of Rhododendron which have better colors are now more grown and the hardy kinds which were formerly used for the American trade are mostly left out and so it is with canifers and other stock. We grow now what we can sell but conditions for the nurserymen are rather hard yet on account of the valuation of the money in other countries. The Dutch Gulden and American Dollar are the only coins that keep their value and others are far below par.

I for myself have nothing to complain. I am still interested in our nursery in Boskoop, but do not go there often and have just returned from the sanatorium where I have been operated on the stomach and seem to have regained my health entirely. Wishing you prosperity and pleasant holidays.

Yours Respectfully

P. OUWERKERK.

25000 Cuthbert Raspberry bushes No. 1.

2000 St. Regis Transplants

3000 Cuthbert Transplants

2000 Cherry Currant, 2 yr., No. 1 and No. 2.

Wanted. Lining out stock of all kinds.

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### Ampelopsis Veitchi (Boston Ivy)

The largest stock in existence, 1, 2 and 3 year. Transplanted, well graded plants that will please. Special rates on large quantities. Satisfaction guaranteed. Order soon.

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Hightstown, N. J.

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"Ready Made" Nursery, Seed and Fall Bulb Catalogues, with your name and address on the front cover. Beautifully illustrated with natural colors on cover pages. We keep them in stock for prompt shipment. Ask for sample. They will greatly increase your sales—and they don't cost much.

CAMPBELL PRINTING COMPANY

917 Walnut Street,

Des Moines, Iowa.



# Retinosporus Pisifera, Squarosa Veitchii

Per 100 and per 1000

## AUDUBON Nursery, H. Verzaal, Prop., P. O. Box 275, Wilmington, N. C.

### WANTED

**WANTED**—At the nursery a good live man, with excellent general nursery experience, must be a good salesman, familiar with stock and accustomed to filling orders. Best of references required.

**THE ELIZABETH NURSERY CO.**  
Elizabeth, N. J. Box 35

### POSITION WANTED

First-class nursery man with several years of experience in all lines of nursery work.

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**WANTED**—The following stock in quantity, Eldorado Blackberry from root cuttings preferred; Hydrangea Paniculata, 12 to 18 inches, mailing size; Asparagus, Columbian Mammoth and Barr's Mammoth, 2 year.

Quote quantities and price per thousand.

**THE TEMPLIN-CROCKETT-BRADLEY CO.,**  
CLEVELAND, O.

**WANTED**—An experienced Landscape Gardener, one who understands superintendency of a nursery in all its branches, capable of starting a new nursery and one who can go out and get business. Give references, age and salary expected. Must be a hustler. Address Box No. 3, Care NATIONAL NURSERYMAN.

**WANTED—NURSERY PROPAGATOR & LANDSCAPE GARDENER.** Good permanent position to party who can make good. We are growing Evergreens, Trees, Shrubs, Perennials. LOUIS M. EMPIE, Highland Nurseries, Johnstown, N. Y.

**If You Are in the Market for Clematis Paniculata, 2 Year No. 1, and California Privet, 2-3',**  
Write for prices and samples.

**ROCK'S FLOWER GARDENS**  
Independence, Mo.

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Catalogues  
Stationery  
Business Forms



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Publishing Co.  
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**Specialists in Nursery Printing**

Ask for Prices.

We are the printers of this Magazine

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Keep Up Your Stock By Planting Tree, Shrub,  
Perennial and Fruit Seeds  
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GERMANTOWN, PHILADELPHIA.

We Now Offer

California Privet, Assorted Shade Trees,  
Norway Spruce (Sheaved), Peach Seed (Naturals)

**H. F. HILLENMEYER & SONS**  
Lexington, Ky.

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★ **STRAWBERRY PLANTS, STANDARD and EVERBEARING** ★  
★ **LUCRETIA DEWBERRY**, all tip plants. ★  
★ **ASPARAGUS**, 1 year old roots. ★  
★ My quality and prices justify a part of Your Patronage. ★  
★ Let us talk it over. ★  
★ **V. R. ALLEN** ★  
★ **SEAFORD, DELAWARE.** ★  
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**For Perennials, Gladiolus, Dahlias and Cannas**

Write

**WELLER NURSERIES CO.**  
Perennial Specialists,  
HOLLAND - - - MICHIGAN

### CALIFORNIA PRIVET

**ASPARAGUS**  
**RHUBARB**

**CUMB. RASPBERRY**  
**SNYDER B. B. R. C.**

well rooted vigorous plants

Peach in Asst. Shade trees in grades. Prices right  
**THE WESTMINSTER NURSERY**  
WESTMINSTER, MD.

### EVERBEARING STRAWBERRY PLANTS

If you need Everbearing strawberry plants to fill spring orders or if you wish to increase your planting in nurseries, we can supply you with genuine PROGRESSIVE Everbearing plants, guaranteed to be TRUE TO NAME and handled so as to reach you in best of growing condition. Write for prices.

We have been growing and breeding the Everbearing strawberries for the past eight years and have many new varieties growing in our experimental grounds that are not yet for sale. We invite a personal visit to our grounds during fruiting season, preferably during August or September. The latch string is always out.

**THE GARDNER NURSERY CO., Drawer 103, Osage, Iowa.**

ESTABLISHED 1893

# THE NATIONAL NURSERYMAN

INCORPORATED 1902

The only Trade Journal devoted exclusively to the interests of growers and dealers in nursery stock.

Edited by a practical nurseryman, Ernest Hemming, Flourtown, Pennsylvania, to whom all correspondence pertaining to the Editorial Department, should be addressed.

Nurserymen cannot afford to be without a trade paper. The advertising pages, patronized by all leading nurserymen throughout the world, will save many dollars to the subscriber. These pages are a record of the stock offered for sale.

SUBSCRIPTION PRICE \$1.50 per year in advance. FOREIGN SUBSCRIPTIONS \$2.00 per year in advance.

ADVERTISING RATES ON APPLICATION

**THE NATIONAL NURSERYMAN PUBLISHING COMPANY Incorporated**

Subscribers to "Nurserymen's Fund for Market Development."

HATBORO, PENNA.

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Nurserymen and Florists

Subscribers to "Nurserymen's Fund for Market Development."

GENUINE

Carolina Peach Pits

1921 Crop

J. Van Lindley Nursery Co.

Pomona, N. C.

RUTHERFORD, NEW JERSEY  
*Palms and Greenhouse Stock, Roses in Bush, Standard or Tree Form, Evergreens, Trees and Perennials.*  
*Boxwood, Rhododendrons, Andromedas, Ericas, Azaleas, Japanese, Ghent, and Mollis.*  
 Send Us Your Want List.  
 Inspect Our Stock.

## SCARFF'S NURSERY

Headquarters for  
**Small Fruit Plants**  
 and LINING OUT STOCK

|              |                   |                      |
|--------------|-------------------|----------------------|
| Strawberries | Grape Vines       | Horseradish          |
| Raspberries  | Privet            | Asparagus            |
| Dewberries   | Spirea            | Rhubarb              |
| Blackberries | Hardwood Cuttings | Barberry Seedling    |
| Elderberries | Iris              | Althea Seedling      |
| Currants     | Mulberries        | Calycanthus Seedling |
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Our list quotes lowest prices.

W. N. SCARFF & SONS  
 NEW CARLISLE - - OHIO

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(Established 1841)

The BEST and OLDEST horticultural paper in England. Price 6½d per week.

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 W. C. 2, London, England

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Wishing to do business with Europe should send for the

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This is The British Trade Paper being read weekly by all Horticultural traders. It is also taken by over 1000 of the best Continental houses. Annual subscriptions to cover cost of postage, \$1.00. Money orders payable at Lowdham, Notts. As the H. A. is a purely trade medium applicants should, with the subscription, send a copy of their catalogue or other evidence that they belong to the nursery or seed trades. Address

HORTICULTURAL ADVERTISER, Ltd.  
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NURSERYMEN, FLORISTS AND GARDENERS

Contains special features not found in any other trade journal.

Issued twice a month.

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**Norway Maple, Silver Maple, European Sycamore**  
 and other Ornamental Trees in All Sizes

A beautiful lot of CUT LEAF BIRCH 8-10 ft. and 10-12 ft.  
 Hardy Shrubs of all kinds

Also a limited supply of Fruit Trees and Small Fruit Plants.

**T. B. WEST**  
**Maple Bend Nursery** Perry, Ohio

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ANGERS, FRANCE

Growers and Exporters of Fruit Tree Stocks, Forest Tree Seedlings, Rose Stocks, Shrubs and Conifers for Nursery Planting.

For all information as to Stocks, Prices, terms, etc., address

**JACKSON AND PERKINS COMPANY,**  
 (Sole Agents)  
 NEWARK - - NEW YORK

### Native Broad-leaved EVERGREENS

Ornamental Trees, Shrubs, Vines, Woody and Herbaceous Plants of the Blue Ridge Mountains, including: *Kalmias, Rhododendrons, Leiophyllums, Andromedas, Tsugas, Azaleas, Corylus, Oxydendron, Zanthorhiza, Ampelopsis, Lonicera, Shortia, Iris, Liliums Stenanthium.*

Approximately 500 species

Collections to Order in Carlots a Specialty  
 Correspondence from large planters solicited.

ASK FOR PRICE LIST

**E. C. ROBBINS, PINEOLA,**  
 Avery County North Carolina

#### TREES

Largest assortment in New England. Evergreens, deciduous trees, both common and rarer varieties. Sturdy, choice stock that can be depended upon. Send for catalog and special trade prices.

**The Bay State Nurseries**  
 North Abington  
 Mass.

#### SHRUBS

This New England soil and climate produce fine sturdy shrubs. Special trade prices. By the thousands, hardy Native and Hybrid Rhododendrons—transplanted and acclimated. Send your lists let us est.

# Y E S

We still have a  
large stock of

## EVERGREENS

Including a good  
supply of the scarce  
medium sizes.

Trees and Shrubs also.

We are headquarters  
for Taxus Canadensis,  
Pinus Mughus, Rhodo-  
dendron Carolinianum  
and Azalea Kaempferi.

**FRAMINGHAM NURSERIES**  
Framingham, Mass.

## Raspberry, Blackberry

and other Small Fruit Plants

in large supply

Special prices for fall shipment

*J. T. LOVETT, Little Silver, N. J.*

## HILL'S EVERGREENS

Since 1855

For Fall 1921 and Spring 1922 delivery we have a large stock of choice and rare varieties of Evergreens for nursery planting. We also have a good supply of Deciduous Trees and Shrub stock for lining out. Careful packing given special attention. Trade List for Nurserymen only is now ready.

**The D. Hill Nursery Co., INC.**

Evergreen Specialist---Largest Growers in America

Box 401.

Dundee, Illinois.

## NURSERY BANDS

Manufacturers of

### STEEL BOX STRAPPING

FOR

### NURSERY PURPOSES

AN ESSENTIAL TO FINISH YOUR JOB

AT A NEGLIGIBLE PRICE.

STANDARD SIZES USED BY NINETY

PERCENT OF THE NURSERY TRADE ARE

8 in. X 1 in. AND 12 in. X 1 in.

ANY SIZE CAN BE FURNISHED

WRITE FOR PARTICULARS

**American Steel Band Co.,**

888 Progress Street,

PITTSBURGH, PA

## LINING OUT STOCK

DEMAND—Greater than ever.

SUPPLY—Below normal.

RESULT—First come, first served.

**Thomas B. Meehan Co.**

Wholesale Nurserymen

Dresher, Penna.

## Peonies A SPECIALTY

The cream of 1200 sorts

Some extra new ones

**THE WORLD'S BEST!**

Eighteen Acres

Write for our List

Cannas, Dahlias and Gladioli

**C. BETSCHER, Dover, O., U. S. A.**

When writing to Advertisers please mention the National Nurseryman.

## FRUIT TREES

### APPLE TREES

2 yr. budded  
11-16 to 7/8 inch  
5/8 to 11-16 inch  
1/2 to 5/8 inch  
1000 Grimes Golden  
3000 M. B. Twig  
10000 Stayman Winesap  
3000 Williams Early Red  
2000 Winesap  
2000 York Imperial  
4000 Yellow Transparent

### APPLE TREES

1 yr. budded and grafts.  
9-16 to 5/8 in. 4 to 6 ft.  
1/2 to 9-16 in. 4 to 5 ft.  
7-16 to 1/2 in. 3 to 4 ft.  
3/8 to 7-16 in. 2 to 3 ft.  
4000 Ben Davis  
4000 Delicious  
2000 Grimes Golden  
3000 Jonathan  
10000 York Imperial  
5000 M. B. Twig

200 R. I. Greening  
5000 Stayman Winesap  
1000 Winesap  
3000 Yellow Transparent

### BLACKBERRIES

Eldorado Lawton  
Early Harvest Iceberg Messereau

### RASPBERRIES

St. Regis

### PEAR TREES

2 yr. budded  
11-16 in. and up  
5/8 to 11-16 in.  
1/2 to 5/8 in.  
50000 Keiffer

### CHERRY TREES

2 yr. budded.  
11-16 in. and up  
5/8 to 11-16 in.  
1/2 to 5/8 in.  
1000 Early Richmond  
1000 Montmorency

### PEACH TREES

1 yr. budded.  
3/4 in. and up  
9-16 to 5/8 in.  
7-16 to 9-16 in.  
5-16 to 7-16 in.  
15000 Belle of Georgia  
4000 Elberta  
1000 Ray  
1000 Red Bird Cling  
1000 Slappey

### PEACH TREES

June buds  
18 to 24 in.  
12 to 18 in.  
6 to 12 in.  
5000 Carman 100000 Elberta

### GRAPE VINES

1 year No. 1  
15000 Niagara  
40000 Concord  
8000 Moore's Early  
4000 Delaware

## SPECIMEN EVERGREENS

100 Arborvitae, American 3 to 4 ft.  
100 " " 4 to 5 ft.  
100 " " 5 to 6 ft.  
100 " " 6 to 7 ft.  
100 " " 7 to 8 ft.  
500 " " 8 to 10 ft.  
500 " " 10 to 12 ft.  
50 " " 12 to 14 ft.  
100 Arborvitae, Chinese 4 to 5 ft.  
400 " " 5 to 6 ft.  
400 " " 6 to 7 ft.  
300 " " 7 to 8 ft.  
200 " " 8 to 10 ft.  
10 Arborvitae, Pyramidal 10 to 12 ft.  
15 Cedar, Blue Virginia 8 to 10 ft.  
5 " " 12 ft.  
5 Cedar, Indian 12 to 15 ft.  
20 " " 16 to 20 ft.  
50 Cedar, Red 7 to 8 ft.  
50 " " 8 to 10 ft.  
10 Cypress, Glory of Boskoop, 10 to 12 ft.  
25 Fir, Cephalonian 2 to 3 ft.  
52 " " 3 to 4 ft.  
25 " " 4 to 5 ft.  
50 " " 8 to 10 ft.  
50 " " 10 to 12 ft.

50 Hemlock, Canadian 2 to 3 ft.  
200 " " 3 to 4 ft.  
500 " " 4 to 5 ft.  
200 " " 5 to 6 ft.  
100 " " 6 to 7 ft.  
100 " " 7 to 8 ft.  
100 " " 8 to 10 ft.  
15 Juniper, Schott's 7 to 8 ft.  
100 Pine, White 3 to 4 ft.  
100 " " 4 to 5 ft.  
100 " " 5 to 6 ft.  
100 Pine, Scotch 3 to 4 ft.  
100 " " 4 to 5 ft.  
100 " " 5 to 6 ft.  
100 " " 5 to 6 ft.  
25 " " 12 to 14 ft.  
50 Ret. Jap. Golden Plumlike 5 to 6 ft.  
75 " " " 6 to 7 ft.  
75 " " " 7 to 8 ft.  
75 Ret. Japanese Plumlike 6 to 7 ft.  
75 " " " 7 to 8 ft.  
5 " " " 16 ft.  
10 Ret. Japanese Pea Fruited 7 to 8 ft.  
10 " " " 8 to 10 ft.  
50 Ret. Jap. Gold. Pea Fruited 7 to 8 ft.  
50 " " " 8 to 10 ft.

25 Ret. Veitch's Japanese 5 to 6 ft.  
25 " " " 6 to 7 ft.  
50 " " " 7 to 8 ft.  
5 " " " 12 to 15 ft.  
50 Spruce, Colorado Blue 8 to 10 ft.  
10 " " " 10 to 12 ft.  
50 Spruce, Douglas 4 to 5 ft.  
50 " " 5 to 6 ft.  
50 " " 6 to 7 ft.  
10 " " 8 to 10 ft.  
10 " " 12 to 15 ft.  
100 Spruce, Kusters Blue 10 to 12 ft.  
500 Spruce, Norway 2 to 3 ft.  
500 " " 3 to 4 ft.  
100 " " 4 to 5 ft.  
100 " " 5 to 6 ft.  
100 " " 6 to 7 ft.  
200 " " 7 to 8 ft.  
200 " " 8 to 10 ft.  
200 " " 10 to 12 ft.  
100 " " 12 to 15 ft.  
10 Spruce, Oriental 3 to 4 ft.  
10 " " 4 to 5 ft.  
10 " " 5 to 6 ft.  
10 " " 6 to 8 ft.  
25 Spruce, White 10 to 12 ft.  
25 " " 12 to 15 ft.

## SHADE TREES

1000 Maple, Norway 10-12 ft., 1 1/2-1 3/4 in.  
1500 " " 12-14 ft., 1 3/4-2 in.  
2500 " " 14-16 ft., 2-2 1/2 in.  
3000 " " 2 1/2-3 in.  
1000 " " 3-3 1/2 in.  
1000 " " 3 1/2-4 in.  
200 " " 4 in.  
500 Oak, Pin 5 to 6 ft.  
1000 " " 6 to 7 ft.  
1000 " " 7 to 8 ft.  
500 " " 8 to 10 ft.  
200 " " 10 to 12 ft.  
1500 Plane, Oriental 8 to 10 ft., 1 1/4 in.  
2000 " " 10 to 12 ft., 1 1/2 in.

3000 Plane, Oriental 12 to 14 ft., 1 3/4 in.  
3000 " " 14 to 16 ft., 2 in.  
3000 " " 2 1/2 in.  
1000 " " 3 in.  
500 " " 4 in.  
500 Poplar, Carolina 6 to 8 ft.  
500 " " 8 to 10 ft.  
100 " " 10 to 12 ft.  
500 Poplar, Lombardy 8 to 10 ft.  
1000 " " 10 to 12 ft.  
1500 " " 12 to 14 ft.  
1000 " " 14 to 16 ft.  
100 Walnut, Black 8 to 10 ft.  
100 " " 10 to 12 ft.

## Flowering Shrubs

200 Carolina Allspice 4 to 5 ft.  
300 Coral (Indian Currant) 2 ft.  
500 Deutzia, Pr. of Rochester 5 to 6 ft.  
500 Deutzia, Double White 5 to 6 ft.  
200 Sweet Scented Shrub 2 to 3 ft.  
300 Spirea Van Houttei 5 to 6 ft.

## CALIFORNIA PRIVET

20000 ..... 6 to 12 inches  
20000 ..... 12 to 18 inches  
20000 ..... 18 to 24 inches  
5000 ..... 2 to 3 feet

# HARRISONS' NURSERIES

J. G. HARRISON & SONS, Proprietors

Berlin,

Maryland



80  
N



# THE NATIONAL NURSERYMAN



MARCH 1922

Published Monthly at Hatboro, Penna., U. S. A., in behalf of the Trade Interests of Nurserymen, Seedsmen and Plant Growers in General

## THE MONROE NURSERY

Established 1847.

Offers a Fine Stock of  
**SPECIMEN EVERGREENS,  
FRUIT AND ORNAMENTAL  
TREES AND SHRUBS**

Will be pleased to quote on your list of wants

**I. E. Ilgenfritz' Sons Co.**

Monroe, Mich.

Manufacturers of The I. E. Ilgenfritz' Sons Co.'s Celebrated  
Graft and Stock Planter and Firmer

## Mount Arbor Nurseries,

—30 Years at Shenandoah—

Large acreage.—Large assortment.

We pride ourselves in having old and experienced help. Our grading and method of handling our stock will suit you.

We have a fine assortment of Fruit Trees, Small Fruits, Shade and Ornamental Trees, Ornamental Shrubs, Vines, Roses, Evergreens, and Forest Tree Seedlings. AND REMEMBER, we have a fine lot of Fruit Tree Stocks this year—

American Grown Apple and Japan Pear  
French Grown—Apple, Mahaleb, Mazzard  
Myrobolan, Pear, Quince, Rose Stocks  
Manetti and Multiflora

We can offer French Stock for direct shipment  
SHENANDOAH or FRANCE

LET US QUOTE ON YOUR WANTS

## MOUNT ARBOR NURSERIES

E. S. WELCH, Pres.

SHENANDOAH, IOWA.

## Strawberry Plants

Everbearing and Standard

From November 1 to May 1

We can supply you healthy true-to-name, well-rooted plants. Fresh dug every day. Can ship to you or direct to your customers. Let us handle your Strawberry plant business this year. Our plants please our customers. They will please yours. Write for trade prices.

**The W. F. Allen Company**

Strawberry Specialists,

Salisbury

--

Maryland

## SPECIAL OFFER

See Full  
Page Adv.  
On Page 75

3000 Spirea Van Houtte, 3-4 ft.

5000 Spirea Van Houtte, 2-3 ft.

5000 Crimson Rambler, No. 1 Buds

At Extra Low Prices to Reduce  
Our Surplus

**C. R. BURR & COMPANY**

MANCHESTER, CONNECTICUT

The  
Preferred  
Stock

The  
Preferred  
Stock

# ROSES

have always been one of our principle SPECIALTIES, and it has been our aim to keep abreast with the times in stocking the newer and better kinds. RIGHT NOW our supply is limited but our assortment is the best ever.

*Our Bulletins of Unsold Stock* are mailed at frequent intervals throughout the spring. The last one was Bulletin No. 4, mailed February 13. Did you receive it? If you didn't, drop us a line. We want you on our mailing list.

TO DO BUSINESS YOU NEED STOCK. WE HAVE IT, probably the most complete general assortment being offered today, all graded to the highest standard and for sale TO THE TRADE ONLY.

AT YOUR SERVICE

**Jackson & Perkins Company**  
WHOLESALE ONLY

Newark, - - - New York State

The  
Preferred  
Stock

The  
Preferred  
Stock

## Bunting's Nurseries

G. E. Bunting & Sons, *Proprietors*  
Selbyville - Delaware

OFFER FOR DELIVERY

Spring 1922

STRAWBERRY PLANTS

RASPBERRY PLANTS

DEWBERRY PLANTS

GRAPE VINES

PEACH TREES

CALIFORNIA PRIVET HEDGE

FLOWERING SHRUBS

PROPERLY GRADED QUALITY STOCK

Correspondence Solicited

We grow young evergreens in large quantities and every tree we sell is raised from seeds in our own nurseries.

If you are in need of lining out stock why not write for our wholesale trade list before placing your order. Our prices are low because we specialize in young stock.

COLLECTORS OF TREE SEEDS

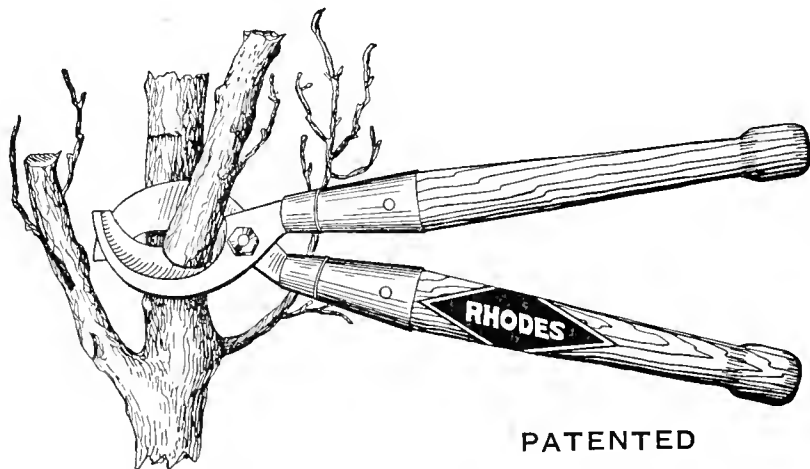
THE  
**North-Eastern Forestry Co.**

CESHIRE  
...Connecticut...

Subscribers to "Nurserymen's Fund for Market Development."

## RHODES DOUBLE PRUNING SHEARS .. CUT ..

In Use Throughout the World



The finest cutting and best made pruner on the market and the only one that cuts from both sides of the limb and does not bruise the bark. Made in all styles and sizes.

They are advertised in all the leading journals throughout the country and will prove a profitable line for you to handle. All goods delivered.

Send for circular and trade discounts.

**Rhodes Mfg. Co.,** 324 S. Division Avenue,  
Grand Rapids, Mich.

# PAINESVILLE NURSERIES



## THE STORRS & HARRISON CO.

NURSEYMEN --- FLORISTS --- SEEDSMEN

ESTABLISHED  
1854

PAINESVILLE, OHIO.

1200 ACRES  
45 GREENHOUSES

Subscribers to "Nurserymen's Fund for Market Development."

When writing to Advertisers please mention the National Nursery man.

**J. H. SKINNER & CO.**

Topeka      Kansas.

**We offer Apple trees, Peach trees,  
Plum on Peach****KIEFFER PEAR**

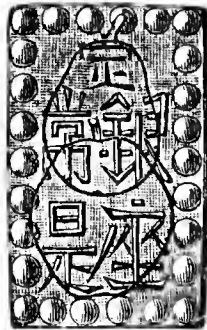
2 years, an unusually fine lot

**RHUBARB, MYATT'S LINNAEUS**

Divided roots. This is the true Myatt's Linnaeus, far superior to seedling stock.

**APPLE SEEDLINGS****JAPAN PEAR SEEDLINGS****FOREST TREE SEEDLINGS (1 Year)**American White Elm  
Black Locust  
Honey Locust**SHADE TREES**

A fine lot of Elm, Soft Maple and Ash

**SPIREA VAN HOUTTI**One year, for transplanting  
Also 2 to 3 ft., and 3 to 4 ft. stock.**PEACH****PEAR****PRIVET****ROSES****SHRUBS*****In STORAGE in ST. LOUIS, MO., and in  
ROCHESTER, N. Y.*****Also Small Quantities Still Left in Our  
Storage Houses in Huntsville, Ala.***Ask for list if you haven't received it.***THE HUNTSVILLE WHOLESALE NURSERIES, INC.,  
HUNTSVILLE, ALA.****A  
Complete Assortment  
of  
NURSERY STOCK**Apple, Peach, Pear, Plum  
Cherry and Quince  
Small Fruits  
Ornamental Trees      Shrubs  
Evergreens  
Paeonies      Perennials  
Roses**W. & T. SMITH COMPANY**  
Geneva, N. Y.

77 Years

1000 Acres

Write for special prices

**A Complete  
Variety of  
Nursery Stock****60000****Norway and American Elm  
fine stock in car load lots or less****C. M. Hobbs & Son**  
**BRIDGEPORT      -      Indiana**



# The National Nurseryman.

FOR GROWERS AND DEALERS IN NURSERY STOCK

The National Nurseryman Publishing Co., Incorporated

Vol. XXX.

HATBORO, PENNA., MARCH 1922

No. 3

## Are our Fruit and Grain Exports in Danger?

BY JOHN KINGDON SMITH

Plant diseases and insects, foreign and domestic, yearly destroy immense quantities of garden, farm and forest products. The study of this subject has led to the discovery that insects and plant diseases prevailing in one country will occasionally establish themselves in another country and due probably to the absence of natural enemies or restraining influences, will gain considerable headway. Both this country and Europe can point to enormous losses resulting from such invasions. It has come to be accepted as gospel truth that plants and plant products are the chief means of introduction of harmful agents from one country to another.

In America, the task of protecting the crops of the nation against foreign invaders is entrusted to the Federal Horticultural Board. Until recent years the accepted means of protection consisted of field inspections, regulations and health certificates as well as careful inspection of foreign plant shipments, and quarantines in case of heavy or particularly dangerous infestations. Under such protection a large margin of safety can be established, at the same time allowing horticultural and agricultural products to move fairly and freely to and from our country.

There are, fortunately, no known means by which plants, fruit or seeds can be made absolutely free and clean from plant diseases, no matter whether the product is of United States or foreign origin. Since this is an undisputable truth it should follow that if Europe is willing to take our products under this risk of infections, we should be willing to take theirs. However, the Federal Horticultural Board does not feel that way about it. It has issued quarantine No. 37 which forbids the importation of large classes of plants and plant products from nearly all foreign countries, and it has announced as its fixed intention to go much further as soon as it can possibly do so. The Federal Horticultural Board either overlooks our own large exports of plant products, or it assumes that foreign countries have got to take our plant products while we can safely refuse to take theirs. As a rule, however, business is not conducted on such a basis for any length of time.

The Federal Horticultural Board attempts to justify its policy by pointing to the many harmful agents existing abroad and not yet introduced here, and by referring to the fact that most European countries at one time or another had or still have laws on their books prohibiting the importation of American living plants into these countries. It is, however, well to explain in this connection that such laws were enacted during the time that a very dangerous virulent vineyard disease

raged in California and all but destroyed that young industry. Alarmed by the intensity of the epidemic, European countries, with France and Germany in the lead, passed laws that no living plants could be shipped from America to these countries. The panic in Europe was so great that France and Germany forced their neighboring countries to adopt similar measures or suffer the penalty of also seeing their products barred from those two countries. Notwithstanding these severe actions, the French vineyards suffered badly from the *Phylloxera*; the disease slipped across the ocean anyway. To America these restrictions caused little or no inconvenience for the reason that there simply was no living plants export of any consequence, and after the epidemic in California had run its course, the quarantine laws in Europe were allowed to become non-operative.

The vital difference between the European action of 20 years ago and the Federal Horticultural Board's Quarantine No. 37 lies in the fact that the latter is directed against latent insect pests and diseases while Europe temporarily quarantined against a specific fearful epidemic. As to the Federal Horticultural Board's contention that America is more susceptible to foreign infestations than Europe is to our native plant pests, that is pure fiction. We have already presented the Old World with four or five of our Horticultural and Agricultural grave diggers, and we have a long waiting list of pests which are ready to invade Europe. Still, the European countries at present depend entirely upon their internal phytopathological service to protect their crops. They have placed no obstacles in the way of our plants products exported to them.

It is a matter of common knowledge in European and American horticultural circles that Quarantine No. 37 is responsible for the almost complete extinction of the Belgian plant industry and for the serious crippling of Dutch, French and English plant exports to the United States. Grievous losses have been sustained in those countries due to our exclusion policy. Much bitterness is kept alive in the affected trade circles abroad not only by what we did, but also by our threatening attitude to what little of foreign plant products is still allowed to be imported here. Retaliation is being spoken of in more than one country today and may sooner or later show its ugly face to our exports. But that is not by any means the worst aspect of the situation.

The exclusion principle, however wonderful defensive weapon as it appears to be to the eye of the scientist, is a two-edged sword of Damocles.

Due to the greatly advertised action of the Federal

Horticultural Board, many foreign countries are looking into the crop protection measures adopted by the United States with appreciative eyes. The arguments advanced by the Federal Horticultural Board to justify its action are beginning to be accepted as valid to justify the most rigorous protection of any country's crops. England recently has instituted a mild form of protective action to begin with, and several other countries are on the brink of doing likewise. All this is surely lovely to contemplate from a plant doctor's standpoint, but the fruit and cereal growing sections of the United States may well be filled with the greatest apprehension lest this rapidly spreading idea of crop protection by Chinese Wall methods bites the hand that feeds it.

There has been discovered in this country lately a virulent form of "Take All" of wheat, a most destructive disease, known in Europe in a related form and therefore capable of establishing itself there by means of our wheat exports. A hitherto unknown smut, now called "Flag Smut," has appeared recently in some of our wheat growing sections. These two diseases alone, about which the Department of Agriculture has issued no less than 3 bulletins within the last eight months, provide almost unassailable arguments to the farmers' associations in Europe to ask their governments for heavy restrictions on the movement of American cereal products. It has been found that even milling does not completely eliminate such diseases.

It is unnecessary to point out that every farmer in Europe would welcome such crop protective restrictions and will work for them once the wonderfully straight road to eliminate our agricultural competition has been shown to him. Against such a movement we have absolutely no defense for our own Federal Horticultural Board has established the principle of exclusion against possible infestations and has been truly merciless to foreign producers in its application of this principle, as Belgian, French, Dutch and English nurserymen can bear witness to.

Let us not be deceived by the assurance of the scientists that we can safely pursue these exclusion policies without running the great risk of seeing our own exports restricted. Common business sense tells me that our European friend farmer, when he discovers this royal road to eliminate competition, (by using a few of our wheat diseases and pointing to our quarantine No. 37) will press his advantage. He would be foolish if he did not do so, in fact there are already indications in the European press and trade papers of the beginning of an agitation in this direction.

The danger is not confined to our cereal exports. Our dreaded Pear Blight is unknown as yet in the fruit growing centre of Europe. Europe apparently has not yet realized how easily this destructive blight may be carried by our fruit products exports. It is only a question of time and of sufficient increase in our fruit exports to Europe, when this pest will take its toll in European orchards, unless, in accordance with the doctrines and actions of the F. H. B., Europe forbids the importation of American fruit and fruit products.

How little propaganda of the scarehead variety ad employed by the F. H. B. is necessary to put the fear of "Flag Smut" or "Pear Blight" into the hearts of Eur-

opean fruit and grain growers is known only to those who observed the *Philoxera* in Europe. Which European government would not gladly take hold of this irreproachable argument to help its own farmers along?

From the above it must be clear to any student of trade conditions and commercial intercourse between nations that in applying the principle of exclusion to foreign plant products, we are exposing our own far more important exports of related products to the most effective form of foreign home industry protection ever invented. The foreign delegations to the Federal Horticultural Board, praying for modifications, have found out how all-powerful is the argument of crop protection. Not the slightest concession was granted them. Even the argument that the American products going to Europe were not free from harmful agents and that America in fairness should be willing to take a similar risk, carried no weight with our Federal Horticultural Board whatsoever.

But what if we do keep all the foreign insects and plant diseases out and we are gradually forced to keep our highly protected crops at home? We now suffer, according to the F. H. B., \$100 loss to our crops for every dollar's worth of imported plant products, but when our latest crop protection idea begins to prevail abroad, we will surely suffer \$1000 loss or more to our farm values for every dollars worth of foreign products not now bought from our foreign customers.

The Federal Horticultural Board is a very useful body of men. It deserves great praise for its valiant efforts to protect the crops. There is nothing to show that in its endeavor to rid the country of injurious insects and plant diseases, it does not act with the greatest sincerity. Its intention is to do the greatest amount of good to the largest number of people in the U. S. By its exclusion theories, however, the F. H. B. undoubtedly overshoots the mark. It hugs the baby to death.

We must go back to the days before Quarantine No. 37 went into effect. Our regulations covering foreign plant products imports were more severe in 1918 than those of any other nation, but they did not exclude. Business remained possible, and if necessary any nation might put the same restrictions on our exports, without wholly destroying them.

The sooner we announce the return to pre-war regulations to cover plant products imports, the sooner we will remove the precedent, which may at any time be used against us with disastrous effect. It has got to be removed anyway, sooner or later, for this country cannot afford to play with an idea which is conceived to protect our crops, but which acts to destroy our exports. Without exports we do not need half of the crops, so let us encourage our foreign customers to send us their products, under our pre-war protection rules, so that we may continue to send them ours.

#### THE WM. H. MOON CO. INCREASES ITS ACREAGE

The William H. Moon Company, Morrisville, Pa., has purchased 405 acres located below Yardley, adjoining their property in the Lower Makefield township.

## AS I SEE IT

BY M. T. NUTT

Why all the "Holier than thou" talk and resolutions which occur at meetings of nurserymen during the last year or two? To hear these fellows talk you might think all nurserymen are dyed in the wool thieves, rogues and scalawags, and that the only object of a nurseryman's association, be it national, state or sectional, is to hunt out these fellows and ride them down.

Now I don't want to give support to the dishonest nurseryman by any means, and I am just as anxious to oust him from our association as any one else, but why all the publicity?

Moreover, though I have been in the nursery business a good many years, I have never found a very large proportion of these fellows in the trade. There are some, yes, but for everyone you find there are ninety-nine good, square, honest and responsible men. Are these ninety-nine to be condemned because one is bad?

Occasionally we hear of a minister going wrong, but we do not condemn the entire ministry because of the one black sheep, nor do you hear of this black sheep being advertised in gatherings or meetings of ministers. He is ousted from his church, but it is all done quietly and with as little publicity as possible.

On the other hand, all this talk at Nurserymen's meetings is advertising to the world that there are untold numbers of suspicious characters in the nursery business, until now, every buyer of nursery stock feels he is getting stuck, no matter how reliable may be the firm he is doing business with.

Seems to me its time to call a halt to this sort of publicity and if house cleaning is to be done, do it without kicking up so much dust.

This is the usual method of selecting Vice Presidents of the American Association of Nurserymen:

It is the close of an afternoon session. The president announces that in the evening, at 8 o'clock the vice presidents will assemble and nominate officers for the following year and report at the morning session. That prior to the meeting in the evening, the delegates from each State shall get together and select a vice president who will attend the evening gathering.

Afternoon session closes—John gets up, sees Charlie standing near him. "Hey! Charlie, where is Frank and Sam? Gotta have meetin' to choose vice president—saw Bill around few minutes ago, gotta have Bill. Say Fred, don't go way, be with you in a minit, gotta elect a vice president. Got them all together, Charlie? Well, let's start. Who was vice president last year?" (No one knows; it was of small importance anyhow.) "Say, Charlie," says John, "I think Mike was vice president last year, let's pin it on him again this year." (In the mean time Fred is getting impatient waiting for Charlie to get through with his meeting.) "All right, Fred, just another minit. Don't go way, I want to talk to you." Some one objects to Mike for V. P. "Well, all right," says John, "you fellows fix it up and it will suit me. I gotta date with Fred," and so off goes John and the few

who are left by that time, select some one who probably is not there and pin the job on him.

And in this manner is selected a state vice president, who, as a matter of fact, should be a good live wire, and make the office really worth while. As matters stand to-day, it means nothing.

The State vice president should watch legislation in his state, secure good, reliable nurserymen for membership, and a lot of things which he could look after in his state, which would make the National Association worth while.

I happened to be standing in front of the news stand in the Columbus, Ohio, railroad station a few weeks ago, and looking over the papers on sale I saw a copy of the Philadelphia Ledger, and recalling that that was the home of my old friend, "Tommy" Meehan, I bought a copy to see what was going on in that "burg" and also as I still have in mind the very enjoyable time we had when the National Convention was held there several years ago.

The following "poem" which I saw in the "Ledger" struck me as being particularly applicable to us nurserymen, and I therefore reproduce it.

## OLD MAN TROUBLE

Old Man Trouble come a knockin' at the door,  
Says, "You's had some bother and you's gwinter hab some more.  
Se dat sun ashinin' bright and warm up in de sky?  
He g'inter git so hot he'll nearly melt you by and by;  
See dem little flowers a-bloomin' so sweet and so fair?  
Dey'll soon be hidden by de weeds, agrowin' everywhere.  
De bird dat keeps a singin' though it helps to cheer you some—  
You'll never hear it warble when de skeeter starts to hum."

Old Man Trouble he siddown an' rest his hat.  
But we had to move him round to brush de ashes off de mat.  
De way he kep' atalkin' would pesterate a saint,  
De things he says will happen is enough to make you faint.  
But we rapped 'im with a broomstick and we splashed 'im wif  
a mop.  
We spread de paint and whitewash everywhere he tried to stop,  
Till Old Man Trouble says, "I'll bid good-day to you  
It ain't no chance to visit where there's so much to do."

Every now and then some one takes another "crack" at Quarantine 37. Mostly the arguments are vague or show more or less ignorance on the part of the writer. The latest contribution appeared in the February 11th issue of the Florists Exchange, entitled, "Our Agricultural Exports in Danger" by John Kingdon Smith. I don't know the gentleman and never heard of him before, but he uses some arguments against "37" which to my knowledge, have never been advanced before, and his statements, and facts too, are not "hot air." Moreover, any one reading the article will immediately realize that it was written by a man of intelligence, who stated facts and not theories. Nurserymen should not fail to read the article. It's a pity that Mr. Smith was not on one of the several committees which appeared before the F. H. B. at the time hearings on "Quarantine 37" were taking place.

*The article referred to appears on the preceding page of this issue.*—EDITOR.

REPORT OF THE FIFTEENTH ANNUAL MEETING  
OF THE OHIO NURSERYMEN'S ASSOCIATION,  
HELD AT THE SOUTHERN HOTEL, COLUMBUS,  
OHIO, FEBRUARY SECOND, NINETEEN HUN-  
DRED TWENTY TWO.

President Charles Ernst called the meeting to order at ten o'clock A. M. Forty some nurserymen of the State were present with guests from a number of other sections.

In opening the meeting the President stated that this was the largest and most representative group gathered together in the history of the association.

Mr. E. G. Hill of Richmond, Indiana, was the principal speaker of the morning session. He gave a most excellent talk on the subject "The Introduction of New Varieties." He stated that the introduction of new varieties, from time to time, was absolutely necessary for the healthy advancement of the trade. Tribute was paid to the efforts of the late Victor Lemoine and his son, Emile, who is perpetuating the work of his father. He noted the new introductions of Lilacs, Deutzias and Philadelphus, stating that while Philadelphus Virginal is one of the better known varieties of this group, that several less widely known sorts are even superior. In the line of Peonies and Tritomas, Lemoine and Dessert, another French introducer, have made wonderful contributions to the trade. Mr. Hill gave a resume of the scientific methods employed in the creation of new varieties. In this country Dr. Van Fleet and Captain Thomas are striving to perfect new varieties of roses that will thrive out-of-doors and overcome the difficulties that are encountered with the present ever-blooming sorts. The speaker declared that very little incentive was given to the experimenter attempting to create new varieties, largely due to the fact that nurserymen as a rule were very slow to appreciate such efforts.

Three new roses of Mr. Hill's origination were exhibited, viz., "America," "Angelus" and "Amelia Gude." It was declared by all who saw them that these were wonderful acquisitions to the cut flower trade.

Mr. H. S. Day on the subject of "How the Wholesaler can help the Retailer" outlined and discussed the several points as follows: First: Prompt replies to correspondence, particularly during the packing season. Second: Lighter and better packing methods, to overcome the high express charges. Third: Prompt shipments. Fourth: Orders placed from time to time, previous to the shipping season, should be combined instead of being sent along in small lots. Fifth: Stopping of the practice of shipping an order "short", then shipping these items later, accompanied with exorbitant packing and express charges. Sixth: Do not overplant.

Mr. E. C. Cotton explained in detail the history and work of the Corn Borer and its effect upon the nursery interests. He explained fully the information which his department has had concerning this destructive pest and a record of their investigations to date. The method of control advised was the planting of corn as late in the season as it could be expected to properly mature. The use of corn stalks and sudan grass in infested areas as

packing material will have to be discontinued, he said.

Professors Elwood and Fuere gave interesting accounts of the deplorable conditions existing in certain parts of France and the need of fruit trees in those districts.

Professor A. C. Hottes introduced the subject of the planting of trees and shrubs on the State University campus by the Association. It was decided that a plan be started to provide an arboretum there for the benefit of the University, the nurserymen and the public-at-large.

Mr. John Dayton in his subject "Does advertising the scarcity of stock increase or curtail sales" emphasized two points very strongly—First, that the customer should be taken into your confidence and Second, that it does not pay to advertise unless you have the stock to back up such advertising.

Mr. W. F. Bohlender stated that competition in the nursery business was not so keen or serious as many of us supposed. There are over one hundred million people in the United States and ninety million of them are our prospects, he said.

Mr. A. R. Piekett brought clearly to the minds of those present the need of better informed salesmen. The proposed arboretum at the University, he thought, would be a great help in securing them.

On the subject of credits Professor Elwood stated that the American Society of Landscape Architects approved of a thirty day basis in allowing credit.

General recommendations for the best varieties of commercial and home orchards could not be made, declared Mr. T. B. West, because the location and market conditions had such a great effect upon what varieties had best be planted. He said that the tendency to plant only the early bearing varieties was not always good policy as it was often done at a sacrifice of many other good qualities.

Mr. W. B. Cole on the subject of "What will be used for packing materials in the future" stated that it was apparent that corn stalks and sudan grass, at least, would have to be eliminated from the available materials.

Mr. Day reported that a member of the State Inspection force was growing nursery stock. It was thought that this was an unfair practice and that nurserymen should go on record as disapproving of such practices. The inspectors should receive such remuneration for their services that it would not be necessary to engage in other business pursuits.

The election of officers for the ensuing year resulted as follows:

- President—Mr. Edward George, Painesville, Ohio.
- Vice-President—Mr. Howard Searff, New Carlisle, Ohio.
- Treasurer—Mr. A. R. Piekett, Clyde, Ohio.
- Secretary—Clarence O. Siebenthaler, Dayton, Ohio.
- Executive Committee—Mr. T. B. West, Perry, Ohio.  
Mr. H. J. Champion, Perry, Ohio; Mr. H. S. Day, Fremont, Ohio; Mr. W. B. Cole, Painesville, Ohio; Mr. Edward Jenkins, Winona, Ohio.
- Vice President to represent the State at the National



Convention—Mr. John H. Dayton, Painesville, Ohio.

The recommendation that the summer meeting be held at Dayton was received with approval.

A vote of thanks was tendered the speakers and Mr. E. G. Hill was made Honorary Member of the Association.

CLARENCE O. SIEBENTHALER, *Secretary*.

#### NEW ENGLAND NURSERYMEN'S ASSOCIATION

The eleventh annual meeting of the New England Nurserymen's Association was held at the American House, Boston, on Tuesday and Wednesday, January 31 and February 1. An unusually large number were in attendance, seventy-one nurserymen and dealers being present.

The session on Tuesday opened with reports and other routine matters. Owing to the death of the president, Mr. John Farquhar, which occurred last July, and the resignation of the Vice-President, the meeting was under the chairmanship of W. G. Wyman, until the election of the new officers for 1922. Interesting and instructive addresses were presented by Mr. Paul V. Fortmiller of Newark, N. Y., Prof. E. K. Thomas of Providence, R. I., and Mr. A. W. Lombard of the Massachusetts Department of Agriculture.

The annual dinner on Tuesday evening was enjoyed by fifty of the members and guests. This was followed by an entertainment.

Wednesday morning resolutions were adopted in memory of Mr. John K. M. L. Farquhar, who died on July 24, 1921, and of Mr. E. J. Canning, who died on November 1, 1921. New officers were elected for 1922, as follows:

President—K. E. Gillett, Southwick, Mass.

Vice Pres.—Jas. A. Tufts, Jr., Exeter, N. H.

Secretary—Donald D. Wyman, North Abington, Mass.

Treasurer—John R. Barnes, Yalesville, Conn.

Executive Committee—The officers and Leonard W. Ross, Taunton, Mass.; W. E. Campbell, New Haven, Conn.; C. H. Groaton, Providence, R. I.

The remainder of the morning session was occupied by a paper by Mr. C. van der Voet, Superintendent of the Arnold Arboretum, on "Who is an Arboriculturist?" which touched upon many pertinent points. Mr. Wm. N. Craig also gave a live talk on "Reflections of a Private Gardener on Quarantines." A spirited discussion followed, in which a number of nurserymen took part.

Wednesday afternoon, an illustrated lecture was given by Dr. J. K. Shaw of the Massachusetts Agricultural College, describing the results of his experimental work on the identification of young apple trees from leaf characteristics. This proved most interesting, promising, as it did, further scientific development along these lines.

The report of a special committee on Standardization of Sizes resulted in the adoption by the association of the code of standards developed by the Ornamental Grower's Assn. a few years ago, with certain minor changes. After a short discussion, the meeting was adjourned at quarter past four o'clock.

#### PERMIT REFUSED FOR IMPORTATION OF NORWAY MAPLES

At the January meeting of the Ornamental Growers' Association, a committee consisting of J. Edward Moon, Wm. Flemmer, Jr., and Thomas B. Meehan, was appointed to go to Washington and solicit the Federal Horticultural Board special permit to allow nurserymen to import Norway Maples. Following is a copy of the reply of the Board to the committee:

Mr. J. Edward Moon,  
Morrisville, Pa.

February 4, 1922.

Dear Sir: I regret that there has been some delay in transmitting to you the decision of the Board relative to your request for permission to import for a few years Norway maples under the old conditions; in other words, for immediate sale and of large size—6 to 8 and 8 to 10 feet—and in large quantities.

The fact that the Appropriations Committee has called upon the Department, including members of this Board, for hearings on the estimates for the next fiscal year, prevented a meeting of the Board until Thursday afternoon. At this meeting a very careful review was made of your presentation and accompanying letters and documents, with the result that the Board felt that it was unwise to take the action requested by your committee. To grant your request would open the door for a very considerable importation of large-sized stock with accompanying risk of entry of pests which could not be entirely overcome by inspection and disinfection, and would not only be in violation of the underlying principle of the quarantine but would go very far toward destroying confidence in the stability of the quarantine on the part of hundreds of persons who have undertaken the production in the United States of various ornamental and other plants, the ordinary commercial entry for immediate sale of which has been stopped. Furthermore, granting your request would undoubtedly lead to similar demands with respect to many other ornamentals concerning which similar representations could be made.

It is realized that the Norway maple is a very popular and hardy tree, but as your committee pointed out it is perfectly possible to produce this tree in this country, certainly on the Pacific coast, as favorably or even more so than in Europe, and also, perhaps with minor difficulties, almost anywhere in the United States. With proper activity on the part of nurserymen the shortage in this plant will eventually be entirely met by home production and any temporary advantage which would follow the granting of your request would be far outweighed by the other disadvantages indicated.

The Board appreciated your fair presentation of the matter and your apparent recognition of the difficulties which the Board would have to face in relation to the possible acceptance of your proposition.

As I understand it, you wished me to retain the letters which you filed at the time of the conference.

A copy of this letter has been sent also to Messrs. Meehan and Flemmer.

Yours very truly,

C. L. MARLATT, *Chairman of Board*.

## Nursery Salesmen

Lots of nursery salesmen are coming to the office this month on their semi-annual trips.

All are welcome and interesting.

The salesman from Conrad & Jones Co., Westgrove, Pa., is wearing a real nifty suit.

As soon as *Rosa Hugonis* found its way to this country and to the notice of Robert Pyle it was a foregone conclusion he would see its beauties and possibilities.

His salesman carries a beautiful reproduction in color showing he can now offer this wonderful rose in quantity.

American Pillar, a little highly colored, is the rear view.

This particular salesman is welcomed because he specializes upon roses, plants which nearly every one is more or less already interested in.

He is a mine of information on roses and cannas.

The salesman from Stark Bros. Nurseries, Louisiana, Mo., is certainly a noisy gentleman but nevertheless he is very convincing in his talk—"How to make Money by Planting Stark Trees."

He carries a pretty full line having lately added vegetable and flower seeds to the list.

He travels light and covers much territory.

The little fat fellow from Storrs & Harrison Co., Painesville, Ohio, did not show discriminating taste in the ground color of his suit.

He is very full of information but must be classed with the "order takers" rather than salesmen. He does not push his specialties or novelties.

"You pays your money and takes your choice."

All the way from Beaumont, Texas, comes the salesman from The Griffing Nurseries. At first glance one sees he is from the far south. Palms, Crepe Myrtles, Pecans prove him out of his territory when there is 12 inches of snow on the ground.

He is a refined gentleman well versed in his line, but alas we cannot use so many of his offers.

We like you Mr. Salesman from Gilletts Hardy Fern and Flower Farm, Southwick, Mass., not so much for your neat appearance as for the interesting line you carry.

That stout prosperous salesman representing Peter Henderson and Co., Cortlandt St., New York, has been coming so long we should miss him if he failed to put in his cheery appearance. He greets you with "Everything for the Garden."

It is an old saying that "truth is stranger than fiction." If his color plates represent truth, no wonder it is stranger than fiction.

Representing Alpha Nursery, Alpha, Illinois.

A refined unpretentious gentleman, truthful and straight forward. When questioned about replacing free, he told us without quibble, "Will replace failures

at half original price if reported within four months."

From Bismark, North Dakota, representing Oscar H. Will & Co.

Has made 39 trips which makes him a real pioneer of the nursery and seed business in the northwest. He grew up with the country and knows what it wants and aims to supply it.

The salesman from W. N. Scarff, New Carlisle, Ohio, talks principally small fruits. He offers other things such as fruit and shade trees, shrubs, evergreens and even corn and alfalfa seed, but small fruits is the line he pushes at you. He appeals to your sense of taste by showing luscious berries, otherwise he is a modest little gentleman wearing a loud suit.

Pleased to see you, Sir, from Weller Nurseries Co., Inc., Holland, Mich. Especially as you are calling on the trade only, strictly wholesale prices and offer exclusively Perennials and Bulbs. A fair list. Hope you will have some newer varieties to offer the next time you come.

Just on the quiet "Sir," not many perennials are grown at Boskoop. Deedemsvaant is more of a center for herbaceous perennials.

By the way, why not initiate the idea of specifying grade? Buyers would bless you.

Here we are, nifty tan suit, clean cut, best of references, largest and most complete lines of general nursery stock in the United States. Backs that last statement up by giving you the quantity and grade of each item they have to offer, prices right. No time to talk anything but business. "Be brief" is their motto.

That's the kind of salesman the Mount Arbor Nurseries, Shenandoah, Iowa, send out, of course, calling on the trade exclusively.

C. R. Burr & Co's representative, Manchester, Conn., drops in about once a month, sometimes twice in the selling season.

He has quit talking about his specialty, Japanese Barberry; in fact, he talked himself nearly out of stock.

Visiting the "trade" only, he does not put on much "side," but he certainly offers a full, choice line. Just gossip has it that the chief has returned from the east and is putting pep in the selling force.

### PRINCETON PRODUCTS

To insure the Princeton Nurseries shall maintain the good reputation of its products, William Flemmer has engaged the services of a new manager. The manager arrived the evening of January 18. He weighs eight pounds. He will be known as William Flemmer, 3d and is expected to keep up the family reputation as a nurseryman. According to last reports both Mrs. Flemmer and William III were doing fine. We know he will shortly be the Boss of Wm. Flemmer, Sr. and Wm. Flemmer, Jr., in the Nursery. Mr. and Mrs. Flemmer, Jr., are accepting congratulations. We send them with pleasure.

# The National Nurseryman

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United States, Canada and Europe.

AWARDED THE GRAND PRIZE AT PARIS EXPOSITION, 1900

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One Year in Advance .....\$1.50  
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Advertising rates will be sent upon application. Advertisements  
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Payment in advance required for foreign advertisements. Drafts  
on New York or postal orders, instead of checks, are requested by  
the Business Manager, Hatboro, Pa.

Correspondence from all points and articles of interest to nursery-  
men and horticulturists are cordially solicited.

Photographs and news notes of interest to nurserymen should be  
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Hatboro, Pa., March 1922

## NATIONAL PLANTING SERVICE

MORE TO MAKE MORE  
FRUITFUL AMERICA BEAUTIFUL

CONDUCTED BY AMERICAN ASS'N OF NURSERYMEN  
F. F. ROCKWELL, Mgr.  
BRIDGETON, N. J.

**ROUTE AND DESTINATION** In our last issue we published a com-  
munication from Mr. William Pitkin,  
under the heading of "Vice Presidents  
of the American Association of Nurserymen." Through  
an oversight the author's name was omitted, for which  
we offer our apologies.

What Mr. Pitkin says about affairs of the American  
Association is usually worth listening to. He points out  
a weakness and suggests a remedy that has to do with  
the very structure of the organization.

Much as has been accomplished by the Association,  
and in spite of its reorganization several years ago, there  
is still a feeling that it does not measure up to the possi-  
bilities of such a body of men.

By some it is thoughtlessly described as an association  
of big fellows for the sole object of looking after their  
own interests, to the disadvantage of the little ones.

To others it is merely an association that meets once  
a year, giving nurserymen from different parts of the  
country a chance to get together, talk things over, have  
a good time, then forget for the rest of the year.

In reality it is an association of the leading men in the  
trade who recognize in it a means to accomplish by co-  
operative effort what it would be useless to attempt as  
individuals.

The real trouble with the American Association of  
Nurserymen is that it has outgrown its constitution.

Article 2 reads as follows:

The object of the Association shall be to promote the  
general interests of its members:

*First*—By relaxation from business.

*Second*—The cultivation of personal acquaintance  
with others engaged in the trade.

*Third*—The exhibition of fruits, flowers, plants or  
manufactured articles used in the business.

*Fourth*—The exchange and sale of stock.

*Fifth*—To promote by all means in its power, increased  
knowledge and use of nursery products among the peo-  
ple.

Forty-five years ago, when this constitution was writ-  
ten, it may have been all sufficient to work under, but is  
hardly big enough or broad enough for a national asso-  
ciation of the present day.

Is it not time to amend it, somewhat as follows, to  
give definite aim to the work of the association?

The object of the association shall be to promote the  
best interest of the trade:

*First*—To establish a code of business ethics and stand-  
ard of practice.

*Second*—To co-operate with the Federal and State  
authorities to conserve and develop the horticultural  
wealth of the country.

*Third*—To promote by all means in its power, in-  
creased knowledge and use of nursery products among  
the people.

*Fourth*—The cultivation of personal acquaintance with  
others engaged in the trade, to encourage co-operative  
effort.

*Fifth*—To bind together all district and state associa-  
tions so they make work efficiently and in harmony to  
advance the best interests of the trade.

The lines upon which the American Association can  
best develop so as to be a real power in the nursery world  
is along the lines of a real democracy, representing the  
nursery interests of the entire country.

With a policy so open and unselfish that it would be  
a reflection on a nurseryman if he did not belong, and a  
disgrace if he were refused admission to membership.

All state, district and local associations having the  
same interests to be affiliated with it and under its juris-  
diction in those things that pertain to the welfare of the  
trade as a whole.

The financing should be arranged so that support  
should be drawn from the trade over the entire country  
in proportion to the value of the business.

Such an idea may be visionary and if feasible it could  
not be put in operation at once. It would have to be a  
growth, but the first requisite is a plan or a definite goal  
in view.

To steer a course with men of many minds furnishing  
the motive power, there must be no confusion as to route  
or destination.

## THE CONNECTICUT NURSERYMEN'S ASSOCIATION

The fifteenth annual meeting of our Association was  
held at the Hotel Taft in New Haven on the 9th. I am  
enclosing the program of the affair which I hope will  
give you sufficient "dope" for a write-up in your paper.

I might make particular mention of the paper on "Ad-  
vertising" by Mr. Ralph Bertini of the A. C. Gilbert Com-  
pany of New Haven. His paper was very interesting  
and instructive. I had hoped to have a copy of this ad-

dress to send you with this communication, but the copies have evidently been delayed in the mail.

All of the old officers were re-elected by the meeting, which was very well attended. All in all, this was probably the most successful annual meeting ever held by our Association.

The following committees were appointed:

Executive—The Officers and F. S. Baker, Cheshire; C. R. Burr, Manchester; Paul Hubbard, Bristol.

Legislative—John Barnes, Yalesville; Stephen Hoyt, New Canaan; C. H. Sierman, Hartford; L. T. Cummings, Bristol; C. R. Burr, Manchester.

Entertainment—W. E. Campbell, New Haven; Henry Kelley, New Canaan; F. S. Baker, Cheshire.

Publicity and Membership—F. S. Baker, Cheshire; George Harris, Manchester; R. B. Faxon, New Haven.

Forest and State Park Conservation—Stephen Hoyt, New Canaan; Neal Milane, Middletown; Norman Barnes, Yalesville.

Very truly yours,

F. J. Rippin, *Secretary*.

Louisiana, Mo., Feb. 20, 1922.

National Nurseryman Publishing Co.,

Flourtown, Pa.

Gentlemen: We believe the trade papers, as well as the nurserymen, will be interested in the recent decision of the Attorney General on trade associations—which on the whole, is in effect that the activities of such bodies are legal, "unless competition is suppressed." He also suggests elimination of trademarks. The Associated Press, February 15th, says: (Quoting from the St. Louis Globe-Democrat February 16, 1922.)

*By Associated Press.*

Washington, February 15.—Activities of trade associations do not contravene the provisions of the Sherman anti-trust laws, in the view of Attorney General Daugherty, unless in actual practice they develop enhanced prices, suppressed competition or curtailed production.

The opinion of Daugherty, expressed informally and tentatively, was made public tonight by Secretary Hoover, who had inquired of the Attorney General as to the legal limits within which trade associations could properly operate in connection with the Commerce Department's plans for the publication of trade statistics gathered by such organizations.

In his letter Hoover asked for an informal expression of views as to eleven specific forms of trade association activity embracing a wide field. He asked whether, subject to various limitations an association could provide a standard system of cost accounting for its members if the costs arrived at were not distributed; if uniformity in the use of trade names and phrases could be provided; if standardization of grades, quality, processes of production, etc., could be arranged; if information could be furnished as to financial responsibility; if insurance could be handled; if co-operative advertising could be engaged in; if legislative questions affecting a particular industry could be handled, and if statistics showing production, distribution, wages, could be collected from its

members and compiled for the information of the Secretary of Commerce.

Eliminates trademarks. Hoover inquired further if a trade association could engage in any or all of these activities, providing there was no intent to hide some agreement to restrain trade or otherwise violate the anti-trust laws.

With regard to the first question Daugherty declared there was no apparent objection to a standard system of cost accounting, but associations should be warned to guard against uniform cost as to any item of expense, and suggested the elimination of a part of one question as to the propriety of an association furnishing trade-marks for its members.

Yours very truly,

LLOYD C. STARK.



CLARENCE SIEBENTHALER, Dayton, Ohio

## ETHICS

Everybody should approve and endorse the codes of ethics recently adopted by some of our local organizations. They are already receiving the enthusiastic plaudits of some of our members and trade papers.

Why should they not? For certainly we can all approve the Ten Commandments and can all "subscribe to the laws of the land." (If we do not, we are likely to go to jail.) Further, we can all cheerfully combine for mutual benefit and to boost our business.

Why the suggestion that the reaction in the public mind may question the reason and the necessity for so strenuously proclaiming sentiments which are accepted as a matter of course as governing all properly conducted business concerns?

(Signed) "SUBSCRIBER."

P. S.—One code says: "We will exercise care to see that any advertisement with which we have anything to do shall measure up to the plain and simple truth." We hope that this was not intended as a criticism of the advertising of the "Trustworthy" trademark.



# TO THE TRADE ONLY ROSES

2 Year No. 1 Budded

350 Alfred Colomb

900 Baroness Rothchild

600 Captain Hayward

500 Columbia

2000 General Jacqueminot

1350 Gruss an Teplitz

980 J. B. Clark

1800 La France

500 Los Angeles

3200 Mad. Caroline Testout

4000 Paul Neyron

*Many Other Popular Varieties*

We Like to Answer Letters

*Do You Want Our Additional Surplus and Prices on Roses?*

Usual Line of General Nursery Stock, Small Fruits,  
Nursery Supplies, Etc.

**Portland Wholesale Nursery Co.**

**971 Sandy Boulevard Portland, Oregon**

Almost Everything Which a Nurseryman Will  
Need for Spring Packing We Can  
Furnish Promptly

**WASTE EXCELSIOR**

**NO. 1 EXCELSIOR**

**TWINES OF EVERY KIND**

**SAFEPACK (Waterproof) PAPERS**

**WRAPPING PAPER**

**Etc., Etc., Etc., Etc.**

Samples and Prices Sent Promptly on Request

We can refer you to many satisfied customers,  
some of whom we have been selling for more  
than twenty years.

## Charles Irwin

31 Exchange St.

**Rochester**

**N. Y.**

# Princeton Products

are

## Ornamental



Trees, Shrubs and Evergreens  
of high grade  
for the wholesale trade

## Princeton Nurseries

Princeton

in

New Jersey

March, 1922



## Bauer's

**Famous Southern Grown  
Strawberry Plants**

The largest grower of choice strawberry  
plants in the Southwest wants your busi-  
ness. We ship direct to your patrons,  
when desired, at no additional charge what-  
ever. Our list includes the cream of all  
varieties. During the busy season we ship  
500,000 plants per day. Wholesale price  
list sent upon request. Forty-four years of  
success back of Bauer's business. Send in  
your order by return mail.

**J. A. BAUER**  
**JUDSONIA, ARK.**

## Obituary.



D. S. LAKE

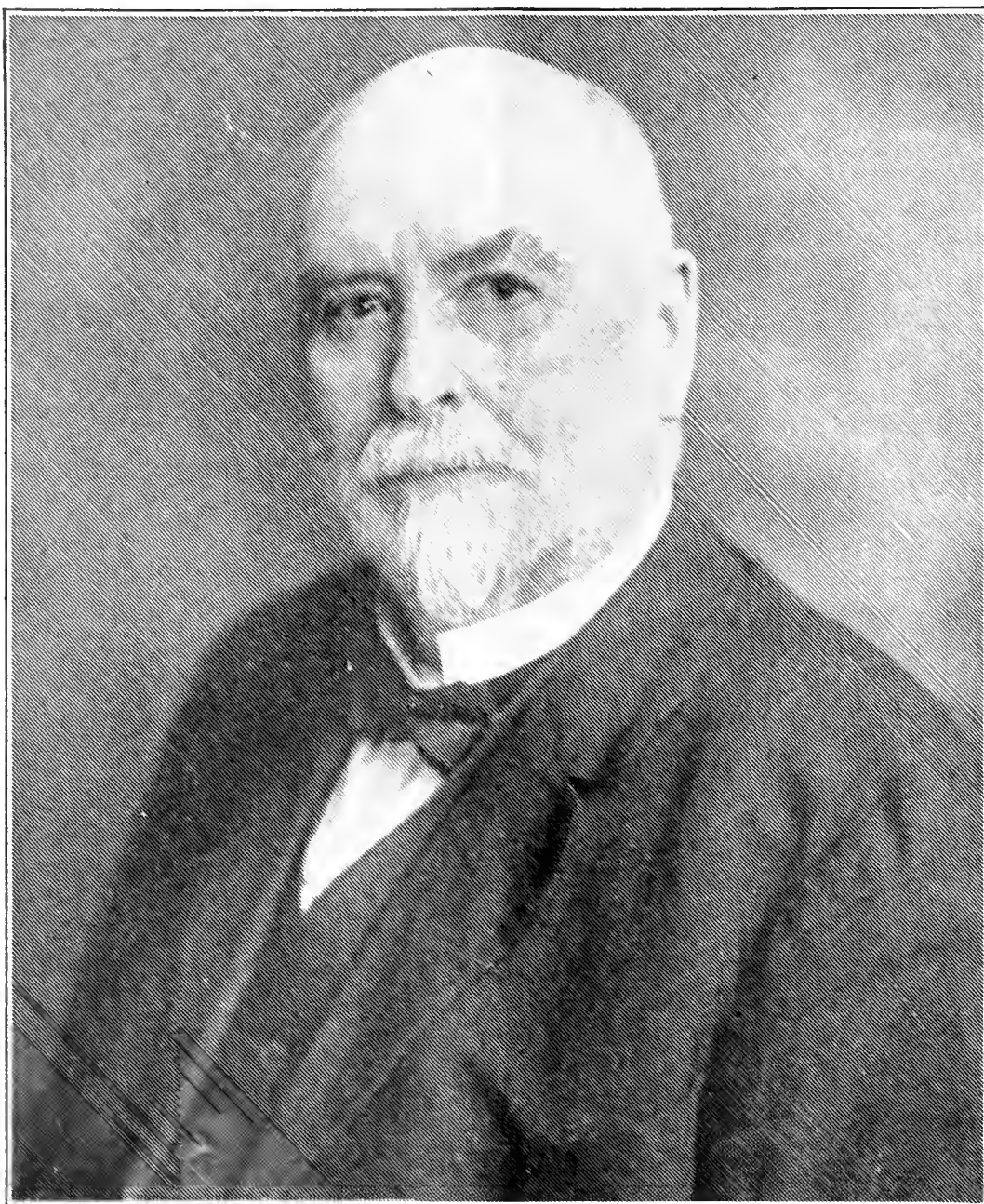
Once more death has entered our midst and taken from us a life-long friend and a good citizen who has done his part in making the country more fruitful and beautiful, and set an example which we should all follow.

David S. Lake, Shenandoah, Iowa, passed away Thurs-

the school there and later the Academy at Pittsfield, New Hampshire. When nineteen years of age, after completing his studies at the Academy, he started west, first in Wisconsin and later engaged in teaching school in Illinois. Five years later he was employed as a laborer in a nursery at Prairie City, Illinois.

In 1870 he moved to Shenandoah, and started the present nursery, which has grown from a few acres to now one of the largest in the middle west, and besides what nursery stock he grew at Shenandoah, large quantities were grown for him by contract in western New York and Ohio.

He has said that his first trip to Iowa was on horse



THE LATE D. S. LAKE

*"He has achieved success who has lived well, laughed often and loved much; who has gained the respect of intelligent men and the love of little children; who has filled his niche and accomplished his task—who has left the world better than he found it, whether by an improved poppy, a perfect poem, or a rescued soul; who has never lacked appreciation of earth's beauty or failed to express it; who has always looked for the best in others and given the best he had; whose life was an inspiration; whose memory a benediction."*—STANLEY.

day, February 2, from an illness with which he has been afflicted for several years, though he was confined to his bed for only three weeks previous to his death.

During these three weeks his faculties were as clear as ever, and he devoted his time in making arrangements for closing his business affairs and providing for the continuation of the nurseries and the other varied enterprises with which he was connected.

He was born in New Hampshire, January 27, 1843, passing his boyhood on his father's farm and attending

back, selling Osage Orange hedge plants and forest tree seedlings to the settlers. This work took him over a very great part of the middle west.

Probably his greatest personal interest was as a grower of apple seedlings. These he grew largely by contract in the Kaw Valley in Kansas—and they ran up into the millions every year and were distributed all over the United States and Canada. The seed was purchased from many sources in France, as he deemed it unwise, as he said, to place all his eggs in one basket. He also im-

Right now can give quick shipment in big  
list of stock of scarce varieties in

FRUIT AND ORNAMENTAL TREES

EVERGREENS

BERBERRY THUNBERGII, 2 and 3-Yr.

BERBERRY THUNBERGII SEEDLINGS

CALIFORNIA PRIVET

IMPORTED FRUIT AND MANETTI STOCK

MULTIFLORA JAPONICA ROSE SEEDLINGS

*Best American Stock for Budding or Grafting.*

GRAPES, CURRANTS, RASPBERRIES

ORNAMENTAL SHRUBS

PAEONIAS, BUDDLEIA VARIABILIS MAGNIFICA

CLIMBING VINES, CLEMATIS PAN., 2 and 3-Yr.

ROSES, H. P. & H. T., CLIMBERS and "BABYS"

*One of the Best Assortments in the Country.*

Don't Fail to Get Our Bulletins Which Are Moving Frequently Throughout the Season,  
With a Choice List of Stock

C. R. BURR & COMPANY  
MANCHESTER - CONNECTICUT

ported from France, large quantities of other fruit seedlings which, with the apple stocks, were sold to nurserymen in this country.

Mr. Lake was married in Shenandoah, in 1872, to Hannah O'Day, who died in 1914. He had three children, A. F. and R. S. Lake and Clara B. Lake, who will continue the business, all having an equal voice in its management.

#### CLARENCE WEDGE

Clarence Wedge, Wedge Nursery Co., Albert Lea, Minnesota, died January 23, 1922, aged 65 years.

Since 1918 Mr. Wedge had been living in Florida, where he went to escape the rigorous winters of the north. Following an attack of the grippe he was stricken with acute appendicitis for which he was operated upon at the hospital at Miami, January 12.

Mr. Wedge was born at Wedge Prairie, Fond du Lac county, Wis., June 30, 1856. After his father's death in 1858, his mother moved to Albert Lea, where he grew to manhood, attending the public schools and taking a three-year course at the University of Minnesota.

Following the business of farming he became interested in tree and fruit growing, establishing the first commercial nursery in Freeborn county.

In 1906 he took his second son, Robert, into partnership, resulting in the well-known Wedge Nursery Company, whose pioneer work in horticulture and fruit growing has done so much in developing the industry in the northwest.

Mr. Wedge is survived by eight children by his first wife, who died in 1903, and two children and his second wife.

Great as were his achievements in horticulture and business, Mr. Wedge's greatest distinction was a sterling character of beauty and strength. Of a genial, kindly nature, generous to all worthy causes, a loving husband and father, everyone who came in touch with his life was impressed with his high ideals and rock-like integrity. Truly such a life is a rich heritage to his family and to all who ever came under his influence.

#### MRS. MAGGIE BOYER STONER

We regret to announce the death of Mrs. Maggie Boyer Stoner, wife of J. E. Stoner, Westminster, Md.

Mrs. Stoner died February 11, 1922, at the Maryland Hospital, Baltimore, aged 50 years.

Mrs. Stoner attended the annual meetings of the American Association with Mr. Stoner and was known to many nurserymen and had many friends in the trade who will be grieved to hear of her death.

Our sincere sympathy is extended to Mr. Stoner at his loss.

#### PLANT QUARANTINE HEARING POSTPONED

The conference on plant quarantine called to meet at Washington on March 15 has been postponed until April 19, the Federal Horticultural Board, United States Department of Agriculture, announced recently. The first date, it was found, conflicted with important national and international flower shows scheduled for the latter part of March, thus preventing many florists and horticulturists from attending.

The conference will meet at the offices of the board at Washington at 10 o'clock, April 19, for the purpose of considering the advisability of any modifications—additions to or deductions from—of the classes of plants permitted entry under permit for immediate sale under Regulation 3 of Quarantine 37. Opportunity will be afforded for full and free discussion of the whole subject of the classes of plants involved and the restrictions enforced under this regulation.

February 20, 1922.

Editor, The National Nurseryman,  
Flourtown, Pa.

Dear Sir: Dr. Marlatt, chairman of the Federal Horticultural Board, consented to change the date of the "Plant Conference" from March 15th to April 19th, and the trade appreciates that—but this committee has been unable to get a definite and explicit statement as to the scope of the conference, what specific subjects the Federal Horticultural Board will be prepared to discuss. On February 13th this committee wrote to Dr. Marlatt as follows:

"Would it not be possible to postpone the conference until after Easter? If this can be done and a corrected notice issued, please allow me to renew the suggestions made in behalf of this committee in my letter to you of December 31st, that the notice be in more specific terms. Also that two hearings instead of one be held, one following the other, or the one hearing be divided into two parts: the first to consider changes in Quarantine 37 as it now stands, the second to consider further restrictions on imports.

"Both are important subjects yet not directly related, and I am sure you would not want it said justly again that the hearing was called at a time when those most interested could not attend, or that they did not know what specific subjects would be considered. Let us have a fair open hearing this time—the matter of further restrictions is far too important to be mixed in or buried with protests over spilt milk. Please be good enough to let me have your decision on these points as promptly as possible."

Under date of February 14th, this committee received the following non-committal reply from Dr. Marlatt:

"The information given in the notice would seem to be adequate. It states definitely that the conference is called 'for the purpose of considering the advisability of any modifications—additions to or deductions from—of the classes of plants permitted entry for immediate sale under Regulation 3 of Quarantine 37.' This notice, therefore, involves both a reconsideration of all the classes of plants now included under Regulation 3 and also a consideration of any additions, which may be properly made to the plants there listed. Any attempt to discuss the matter with respect to any particular plant or classes of plants or requirements of entry would necessarily involve a certain prejudging of the subjects to be considered by the conference.

"The Board's wish, however, is to give opportunity at this conference, as stated in the notice, 'for a full and free discussion of the whole subject of the classes of plants involved and the restrictions enforced under this regulation.'"

Regulation 3 includes Lily Bulbs, Valley Pips, Narcissus, Hyacinths, Tulips, Fruit and Rose Stocks. Which of these items does the Board plan to quarantine, if any? And if none, why not frankly say so and save the trade the necessity of providing ammunition it may not use? It is assumed that the Board has already made its plans and is preparing to carry them through. It need not call a conference to consider "modifications," but to comply with the law it must call a hearing to consider additional quarantines. The inference is obvious.

How can there be "a full and free discussion of the whole subject" by interested persons unless those persons know that what they are interested in will be discussed? If it is the Board's intention to quarantine Rose stocks and Narcissus Bulbs there will be no "full and free discussion" of those subjects unless those interested in such items are present at the conference—and they will not be there unless they know that those items will be discussed—they are not interested enough in "modifications to No. 37" to warrant their going.

Of course the trade would gladly give the Board some practical constructive guidance with regard to modifications of No. 37, but if additional quarantines are planned this committee will be fully occupied in meeting the main issue—the trade has largely adapted itself to the iniquities of No. 37, to lift the quarantine on items that are not now purchasable in commercial quantities would be futile anyway—but the trade is vitally interested in additional quarantines.

Will the conference discuss "modifications to No. 37" or "additional quarantines"? To consider both at the same time would



PEARS, Standard and Dwarf.

RASPBERRIES, Plum Farmer, transplanted.

NORWAY and SUGAR MAPLE, Sizes 1½ to 2½ in.

SUGAR MAPLE, 5 to 7 feet, once transplanted, for lining out.

EUROPEAN SYCAMORE—Several fine blocks.

PIN OAK and RED OAK—Sizes 6 to 12 feet.



### EVERGREENS

RETINOSPORA Picifera Aurea, Plumosa and Squarrosa. Sizes up to four feet.

NORWAY SPRUCE—Sizes up to 6 feet.

AMERICAN ARBOR VITAE—Fine block 3 to 5 ft.

*Good supply of many leading varieties of shrubs.*

**W. B. COLE**

Painesville, - - - Ohio.

# RAFFIA

Dependable Brands

RED STAR      XX SUPERIOR  
AA WEST COAST      ARROW

Bale Lots or Less

## LILY BULBS

AURATUM

RUBRUM

MAGNIFICUM

GIGANTEUM

All Hardy Varieties in Case Lots, 8-9", 200 per Case; 9-11", 150 Per Case

## BAMBOO CANES

NATURAL, 5-12 ft. Japanese or Domestic

DYED GREEN in 18" to 3½ ft. sizes

Bale Lots Only

FRENCH FRUIT and ROSE STOCKS  
PALM SEEDS

*Write for Prices, Specifically Stating Your Requirements*

**McHUTCHISON & CO.**

95 Chambers Street

New York City

## L. R. TAYLOR & SONS

Topeka, - - - Kansas

FOR FALL 1921

A Fine Lot of  
APPLE SEEDLINGS  
FRENCH PEAR SEEDLINGS

—ALSO—

Apple Trees

Peach Trees

Pear Trees

Cherry Trees

Forest Trees

Grape Vines

## The Rakestraw-Pyle Company

Kennett Square, Pa.

*Offer the Following Stock:*

ENGLISH BEECH

6-8 ft., 8-10 ft., 10-12 ft., 2-3 in., 3-4 in., 4-5 in.

CATALPA SPECIOSA

8-10 ft., 10-12 ft., 2-3 in., 3-4 in.

WHITE DOGWOOD

4-6 ft., 6-8 ft., 8-10 ft.

HORSE CHESTNUT

6-8 ft., 8-10 ft., 10-12 ft., 2-3 in., 3-4 in., 4-5 in.

AMERICAN, ENGLISH & SILVER LINDEN

8-10 ft., 10-12 ft., 2-3 in., 3-4 in., 4-6 in.

PIN and RED OAK

8-10 ft., 10-12 ft., 2-3 in., 3-4 in., 4-5 in.

SYCAMORE MAPLE

8-10 ft., 10-12 ft., 2-3 in., 3-4 in., 4-6 in.

NORWAY MAPLE

2-3 in., 3-4 in., 4-6 in., 6-8 in.

SALISBURIA

8-10 ft., 10-12 ft., 2-3 in., 3-4 in.

WHITE PINE

6-8 ft., 8-10 ft.

HEMLOCK SPRUCE

4-5 ft., 5-6 ft., 6-8 ft.

RETINOSPORA PISIFERA AUREA

4-5 ft., 5-6 ft., 6-8 ft., 8-10 ft.

result in burying the important matter of additional quarantines under a jumble of protests over spilt milk. Does Dr. Marlatt want that, or does he want "a full and free discussion?"

TARIFF AND LEGISLATIVE COMMITTEE,  
Society of American Florists and Ornamental Horticulturists.  
JAMES McHUTCHISON, Chairman.

### Questions and Answers

Please give me some advice when to sow *Berberis Thunbergii* seeds, and the methods generally use for good results.  
C. A. S.

Barberry seeds should be macerated and separated from the pulp as soon as gathered, and sown in the fall, when they will come up the following spring.

The writer obtained good results last year by mixing the seed with sand and keeping it in a flat, placed in a cold frame over winter, then sowing in the spring just as it began to germinate.

Sow the seed in well prepared beds in the open. The beds should be about three feet wide, convenient for weeding and shading.

Rose Hill, N. Y., Feb. 10, 1922.

The National Nurseryman,  
Flourtown, Pa.

Gentlemen: In your February issue, under questions and answers column, in reply to information requested on *Rosa multiflora*, you state that the flowers are single and white. The writer has grown millions of the *Rosa multiflora*, exclusively as a stock for budding upon, and cannot remember ever having seen one with a white flower, the flowers being a good full semi-double and deep rose pink in color. Very free flowering of course, as the name Multiflora implies, our blocks of stock while being budded being full of bloom and quite a contrast to the Manetti which very seldom flowered in its young stages like the Multiflora.

Yours very truly,

F. W. BROW NURSERIES.

Per F. W. Brow.

We should have been a little more explanatory in stating the color of *Rosa multiflora*. Like our correspondent we described it as we had know it without reference to the authorities on classification.

The Kew authorities state: flowers white, pink or purple.

Bailey's Cyclopedia of Horticulture, the standard authority in this country, describes it as usually white and goes on to state: The typical form which is sometimes distinguished as var. *Thunbergiana* has small single white flowers. Var *Cathayensis*, flowers single pink. Var *carnea plena*, double light pink flowers.

EDITOR.

### REMEDY FOR PEACH BORERS

Bulletin No. 796 of the U. S. Department of Agriculture gives an account of the experiments with para-dichlorobenzene for destroying borers in peach trees.

The results are summarized as follows:—Para-dichlorobenzene has proved quite effective over a wide range

of varying conditions imposed by field practice, with a considerable margin of safety for trees six years and over.

In making the application the surface crust about the collar of the tree is broken. Excessive amounts of gummy exudations at the surface are removed. The lower levels of soil are disturbed as little as possible, and the required dose is distributed evenly about the trunk in a band 1 to 2 inches in width. Two or three shovels of earth are then placed over the material, and compacted with the back of the shovel, being mounded slightly to cover surface galleries.

In the latitude of Washington and northern Virginia about September 10 has been found to be the most satisfactory time of application. Based on the insect's seasonal history, the theoretical time of application in the North generally would be about September 1; in the Ozarks, September 25th; and in Georgia and the cotton belt, October 10.

For 6 to 15-year-old trees of average size, doses of one ounce and of three-fourths of an ounce per tree have been found effective in destroying the borers without injury to the trees. For very large trees of advanced age, a somewhat increased dose may be desirable.

As an added precaution against injury, the base of the trees should be uncovered four to six weeks after application, allowed to remain open for a few days, and recovered. This precaution is especially necessary if the application has been made very late.

The use of para-dichlorobenzene in this way has been found to reduce the infestation on the average from 6.77 to 0.41-0.36 larvae per tree, approximately a 94 per cent. control.

The manufacturing chemists are marketing P-Dichlorobenzene under the name of Dichloricide, through the wholesale druggists in one pound and half pound tins, so that any druggist should be able to get it through his wholesaler if he hasn't it in stock.

At the meeting of The Illinois State Nurserymen's Association held at the Congress Hotel, January 19th and 20th, the following resolution was unanimously adopted:

### RESOLUTION

Realizing that men and firms are held together in co-operative plans and endeavors by close association, and that the Trade papers of the Nursery and Florist industries are doing much to bring the nurserymen into closer relationship both in social and business relations:

Therefore, Be it resolved by The Illinois State Nurserymen's Association in convention assembled that we heartily thank these publications for their untiring zeal on behalf of the nurseries of the country and that we urge all our members not only to subscribe for the various Trade Journals, but also to give them financial support by use of advertising space.

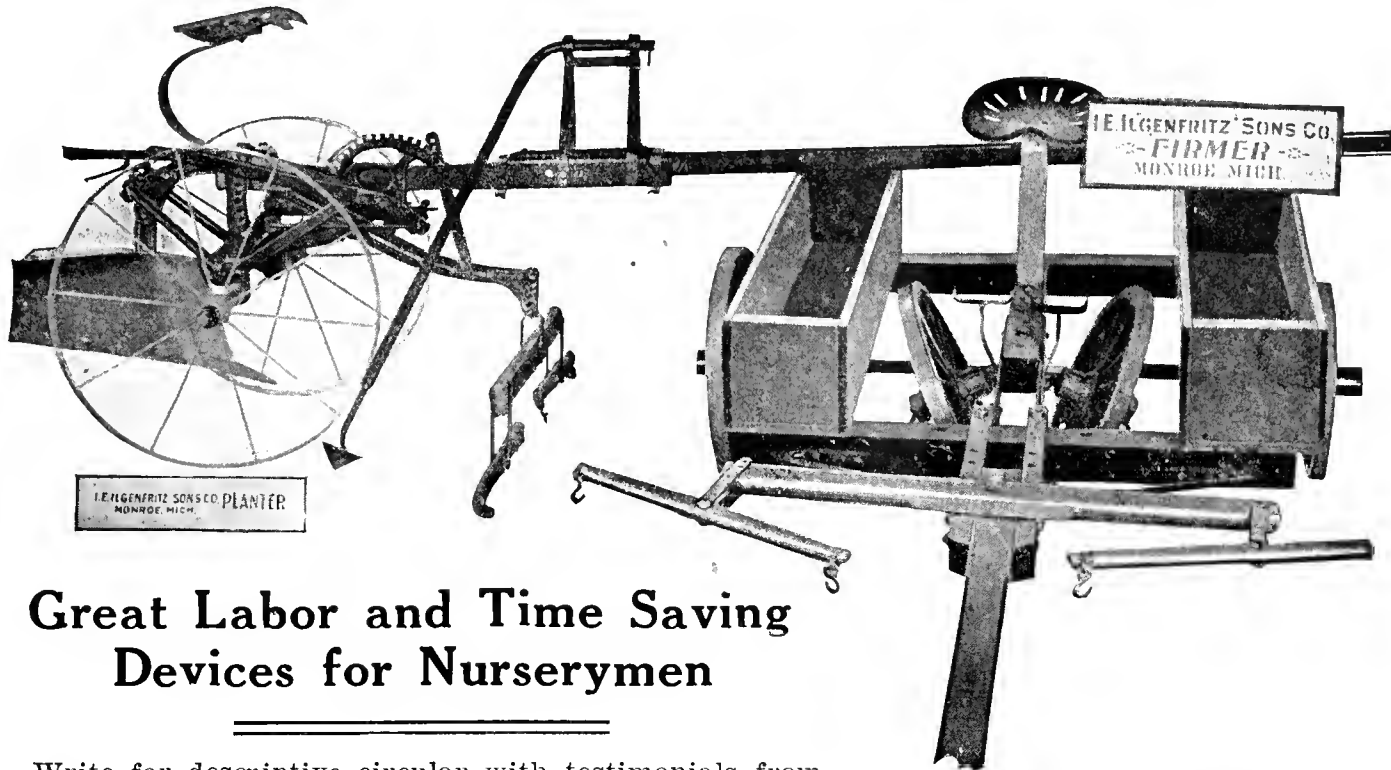
Be it further Resolved, That we aid our Trade publications by furnishing items of interest concerning activities in the vicinity of our nurseries so that all may be informed of the close co-operation of members of The Illinois State Nurserymen's Association.

Very truly,

ILLINOIS STATE NURSERYMEN'S ASSOCIATION,

J. A. YOUNG, Secretary.

# I. E. ILGENFRITZ' SONS CO. Planter and Firmer



**Great Labor and Time Saving  
Devices for Nurserymen**

Write for descriptive circular with testimonials from leading nurserymen of 17 States of the Union.

If they can't get along without them, can you?

TAKE THIS MATTER UP AT ONCE. Have machines for spring planting.

**BETTER  
AND MORE  
UNIFORM  
STANDS  
OF STOCKS  
GRAFTS  
CUTTINGS  
ETC.**

**At less cost.**

**I. E. ILGENFRITZ' SONS CO.**

**The Monroe Nursery, Monroe, Mich.**

## Vincennes Nurseries

**W. C. Reed & Son, Prop., Vincennes, Ind.**

CHERRY ONE YEAR 7-16 to 9-16 also 2 to 3 ft.

PEACH ONE YEAR X X. 9-16. 7-16.

Plum One Year extra fine all grades.

Burbank, Abundance, Red June, America, S. Damson, Rien Claude, Monarch, and Hansen Hybrids.

Apricots One Year 11-16 up, 9-16 and 7-16 Eight Varieties.

Winesap Apple 2 year all grades.

Leading Varieties Apple in One Year and 7-16 2 year.

Keiffer & Garber Pear One & Two Year all grades.

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*Dean of the Horticultural School, State University of Illinois.  
Who Lectured Before the Illinois Nurserymen*

## SALES PLUS

BY JOHN WATSON

*Ex-President of the American Association of Nurserymen, at the Convention of the Illinois Nurserymen's Association in Chicago, January 19, 1922.*

My first thought is one of appreciation for the courteous hospitality that gives me opportunity to meet with you in your annual convention; and my first duty is that of expressing my appreciation. Your invitation to address you was a very pleasant surprise and I accepted it in the evident spirit of its sending. I have come the long distance from the Atlantic seaboard, let me hasten to add, not because of any thought of importance in what I have to say to you, but wholly as the most adequate expression I can make in acknowledgment of your kindness. At the very beginning, I put myself upon your generosity to forgive and even to forget all the foolish things I shall say. If in the mass you find a single idea, a single constructive suggestion that you can turn to your profit, then I shall feel fully repaid for coming here and you, I hope, will feel partly recompensed for whatever attention you are generous enough to give me.

I want you, before I begin, to feel sure that I fully appreciate the importance, the value and the dignity of the nursery business. I mean, appreciate your own realization of those things. So that if I say anything that sounds like criticism, you will understand that it is intended to be constructive criticism. We do not criticize the things that are not worth the effort; we don't bother about things that are not worth-while. The things we seek to improve are the things that are worth improving; what is good, we seek to make better. I hope I do not put an extravagant estimate on the importance of this industry. I consult the last census figures and I find that in 1920, the last year for which figures were gathered by the Government, the total sales of trees and plants and nursery stock of all kinds amounted to \$21,000,000; while the fruit crop for the same year—the fruit crop from trees sold by you nurserymen—put into the pockets of the fruit-growers over \$710,000,000. It seems to me that nothing so eloquently points out the value of your annual contribution to the country's wealth as the fact that one year's fruit crop would buy thirty-five times as much salable stock as you have in all your nurseries; that it would buy not only all the stock you have now, but that it would buy as well the nurseries themselves and every dollar's worth of property connected with the entire nursery industry.

And there is another important thing about your business; it is the fact of its continuity, the lapping of one year over onto other years; the fact that it requires much time to produce the things you sell.

If this city of Chicago should be destroyed by fire tonight, we

can not doubt that this commercial center of America would spring up, Phoenix-like almost in a day.

If every moving picture should be destroyed (and I think many of them could be spared without loss), we could still go to the movies tomorrow night.

If all the automobiles should be destroyed (which might not be such a bad thing, as Mr. Galsworthy has said, for our livers) we should not have to walk for very long. I rather think that the wizard of Detroit would be stamping out of linoleum with an improved biscuit-cutter, an improved and cheaper conveyance still.

If you destroy the regulated liquor business of the country, you will bring into existence in two years—as you have brought into existence in that time—the largest, the most efficiently organized and the most profitable industry in the country today; the business of boot-legging.

I have mentioned here our largest and most profitable industries to point out the big things that can be reproduced quickly.

But if you destroy the nursery business and the children of that business, the orchards, the flower gardens, the park trees and the total that you men have turned out in the last fifty years, they could not be replaced for many years if at all. How long would the gardens go without Roses? How many years would we be without shady lanes and cool lawns? I fancy we should have to live without Apples for some years unless, of course, we invested in some of the new pomological marvels that the advertisements tell us are so precocious as to begin bearing while still in the nursery rows!

Not only is your industry important to others, but it is serious to you. Nobody knows better than I know out of continuous and intimate contact with you during many years, how seriously you nurserymen regard the business you are in. It is really something more than a business to you. I mean it is something more than bread and butter. I suppose every man thinks that way about what he does, or ought to. But a nurseryman's work keeps him in close touch with trees and plants; with the really wonderful things developed by his skill and may I not say?—by his love, for I have yet to find a nurseryman who does not love trees and plants. And it is what we love that gives us the standards by which we try to live. The very nature of the business requires that those in it give it their whole time. It is their work and also their recreation.

This statement of what I think about the nursery business may or may not be necessary; certainly it is not to those who know me well; but it is something that I wish to make very clear as necessary to understand some of the things that I shall say.

When extending the invitation that brought me here, your Secretary notified me that your program would be limited to the single broad subject of "Sales"; but he said that any phase of selling would be free to discuss. In telling him that I would call my own talk "Sales Plus," I had it in mind to keep myself free to follow whatever path looked most inviting later, for I had no idea then what direction I should take. Your printed program has given me my cue. Of course, I realize how impossible it is for me to measure up to the standard set for me there or to fulfill the expectations invited by the complimentary introduction; I merely suggest that your program put me on my track. For what I shall propose, I hope to be able to demonstrate a reason as well as a necessity.

Mr. Therkildson, whom we have all known ever since he was himself in the nursery business, has told you all about selling your goods to the city folks.

Mr. White, remembered by many of us since the days of the ever-welcome "True Blue," has pointed out the vast undeveloped market offered by the farmers.

Now those who live in the cities and those who live in the country include about all of us; so there are no other buyers for me to tell you about.

And besides, you are not at all worried about selling just now; there is not much to sell; you are pretty well booked-up; surplus has vanished from the vocabulary; you are getting good prices, or better prices than you used to get.

So I shall look to the future and talk to you about a subject that must always go along with and follow sales: it is the important "Plus."

"Go into your favorite lunch-room some day and take your place at the counter with the rest of the line. Then turn to the man at your right (or your left) and ask him to pass you the salt. See what happens. First, he will pass you the salt-cellar, as requested. Then he will hesitate just the fraction of a second and invariably and inevitably he will follow by passing you the pepper, too. A man with a genius (or a vice) for statistics tried it out for weeks. In 100 instances it worked ex-





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actly 101 times, the discrepancy occurring when two men offered him the salt and pepper at once. There is a reason why one finds it difficult to pass the salt singly and alone. There is an affinity between pepper and salt. We have heard them mentioned together since earliest childhood. Even the tailor employs the words in conjunction and you know exactly what he means by a pepper-and-salt suit. They are always on the table together; their containers are almost identical; they go together. Pepper and salt are automatically one: they simply go together and that is all there is to it."

Now what I mean is that goods and service are inseparably joined and joined in the interest of both buyer and seller.

Service is a thread-bare word. It is common in the mouth. It is an over-worked word, although its idea cannot be over-worked. I do not mean that nurserymen are not rendering real service and honest service in their business. They are, because few merchants have service so constantly demanded of them. Few merchants are so often asked for advice and information. When you buy almost anything, you know what you want; but few people know exactly what they want when they come to you to buy your trees and plants. And so they ask your advice. You give it freely and usually without pay. If you go to a lumber-merchant to buy timbers and boards and shingles for a new house, he sells them to you; but he doesn't throw in building plans and specifications for your house nor does he supervise its building, and above all, he doesn't undertake to warrant that it won't burn down. But you are asked to do the corresponding things for the price of your goods. You render service with their sale. It is proper that you should render every reasonable service before and after a sale, because whatever you do to make your goods more satisfactory and profitable to those who buy them must ultimately benefit your business.

Some time ago my wife had trouble with her electric vacuum cleaner. It wouldn't work. My wife telephoned the merchant she had bought it from and asked what the trouble was. Very soon a man from the store showed up, took it apart, extracted from its interior my pencil, half a dozen burnt matches and a few other out-of-place articles, put it together, tried it out and pronounced it was all right after seeing it work satisfactorily. My wife asked what the repair charge was. The man said, "Nothing." That interested me at once and I asked the man how he could put in his time, representing money, to repair a machine that had been sold and paid for? "Well," he said, "we sold that one, but we have others to sell. We can't expect to sell machines unless they do the work. We've got to make them do the work they're sold to do. That is what makes folks buy them."

Now, trees have got to do the things they are expected to do, just like the vacuum cleaners.

I wish each of you, when you get home, would refer to your copy of the report of the 1921 Convention of the American Association of Nurserymen and read again the address delivered there by former Secretary of Agriculture Meredith. It will give you a better idea of the great department to which your business is so closely related and over which Mr. Meredith presided with such ability and distinction. But what I wish you to read with especial care is this: the last paragraph of Mr. Meredith's address and his parting message to you nurserymen:

"There is this suggestion I should like to make you in your business: Why not, when you make a sale, follow it up and ask the man if he has pruned that stock at the right time; if he is using an insecticide; suggest that he spray that stock, and if it needs to be covered in the winter, drop him a note and say: 'Don't forget to cover up that stock you bought.' It is contact with your customers, and many of the criticisms that come are no doubt because you know the growing of nursery stock, the growing of flowering stock, of roses and shrubs, is an intricate thing and buyers do not know about those things. And if I were in the nursery business, it seems to me I would put in a follow-up system and with every order I sold, I would keep up with that fellow, giving him advice: 'Do it now;' and that I would hold my customers and that I would get better results than otherwise."

Mr. Meredith said something there. He gave nurserymen some mighty good advice, definite and constructive. Mr. Meredith is one of our big, successful men. And what he said so forcefully cannot be made more emphatic by anything I could add. My reason for giving it emphasis now is the apparent response to that suggestion heard the next day in the annual address of the then president of the American Association of Nurserymen. The president said:

"The nurseryman must deliver to the planter or to the transportation company, as the case may be, good trees in a healthy and vigorous growing condition. The nurseryman's duty and responsibility should end there. He has already taken his risk

with the elements and natural enemies for three or four years years in producing those trees. It is not up to the nurseryman to carry his responsibility on, over and into the back-yard of the planter."

While referring particularly to the matter of replacing stock, the concluding sentence is so broad and embracing and so general in its possible application, that, having the importance of an official pronouncement of policy on behalf of the trade by its spokesman, it might in the absence of qualification or objection, be reasonably accepted by the public as representing the attitude of nurserymen generally.

"It is not up to the nurseryman to carry his responsibility on, over and into the back-yard of the planter."

I submit that it is up to the nurseryman to do that very thing. That it is in his highest interest to do everything that can be done to assist buyers to get the greatest possible value out of what they buy. And I believe that I speak the general sentiment of nurserymen when I say that. No nurseryman expects every tree to grow, and he should not guarantee the trees he sells to grow, nor encourage buyers, in catalogues or in advertisements, to expect all of them to grow. But the nurseryman can follow up his sales, as suggested by Mr. Meredith, with advice as to planting and pruning and spraying, even though such service is not called for in the order, and he should, and he will, if he is a wise merchant, do all that he can do to make his goods satisfactory and profitable to those who buy them. My vacuum-cleaner man didn't tell me that he couldn't follow his vacuum-cleaner into my kitchen: he came and showed my wife how to make it do what it was bought to do. And he was under no other obligation than that imposed by the best interest of his business. I believe he has sold several other vacuum cleaners in the neighborhood since.

After reading you what Secretary Meredith said about ways in which you can, with profit to your business, follow your goods even after they have reached the planter, there is little I can say except to elaborate somewhat on details and to inquire if extra service is needed. Is there any advice and assistance you can give to planters? Do they need it?

I have read with interest and much surprise, a statement printed in Dr. Liberty H. Bailey's *Cyclopaedia of Horticulture*. It is stated on page 2293 of Volume IV that of all trees and plants sold by nurserymen, it is probable that less than one per cent arrive at an age to prove of value to the planters. Now, I quote that with surprise and also with doubt and questioning. The article is personally contributed by Dr. Bailey and signed by him. It is not the careless statement of an unimportant contributor. Dr. Bailey is not a man who makes statements carelessly. Those of you who were there will remember Dr. Bailey's address at the Niagara Falls Convention of the American Association of Nurserymen in 1900. His subject was: "What becomes of all the Nursery Trees?" and one of his statements in the address delivered on that occasion was, that there were then in the nurseries of the country, twice as many apple trees as there were in all the orchards of the country. I do not recall that the statement was challenged. I have heard, or read, no dispute of Dr. Bailey's one per cent. estimate in his *Cyclopaedia*. But here is one of America's foremost educators, for many years Dean of the School of Agriculture at Cornell University, a man who has lectured in many places, the author of numerous books on fruit-growing, recognized here and abroad as an authority, who tells us that not one per cent. of what we sell proves of value to the buyers. I have not the facts or the figures to refute the statements quoted, but as to the one per cent., I should like to know where and how Dr. Bailey got his figures. And if the estimate is in any measure whatever indicative of the percentage of mortality in the goods we sell, is it not something to think about? Is it not worth while seriously to ask ourselves—no matter what the percentage—if there are not things we can do that will help buyers to get more out of what they buy from us?

Figures have been quoted from the new census that show a marked falling off from the figures of ten years ago in the number of bearing fruit trees in this country. And I have seen those figures quoted optimistically and even exultantly by nurserymen at times, as indicating a larger market and a greater demand for trees in the future. It is assumed that those trees will be replanted. But it might be well to inquire into the causes of that falling-off. It is not a normal condition and there may be a possibility that some part of the reduction may not be due to a lack of stock to plant. And if any part of it at all can be traced to discontent or discouragement with trees bought, then we should see what we can do about it.

With every care and attention that propagators can give to their stock, it is yet true that when their trees are delivered to

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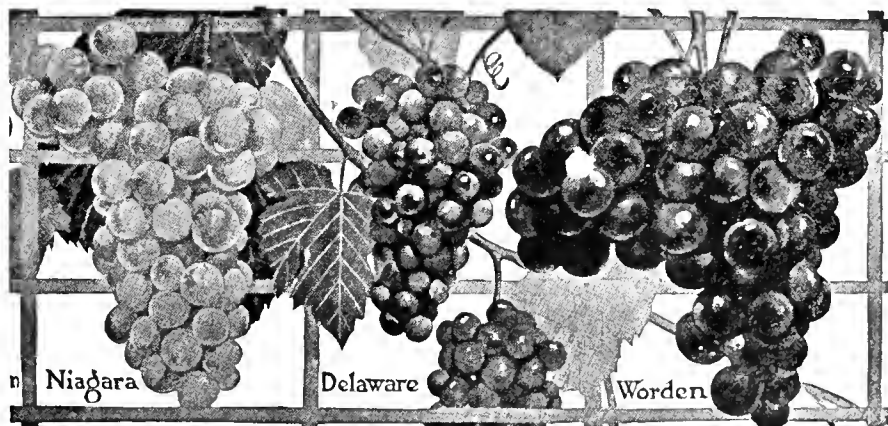
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the planter, they are an unfinished product. The nurseryman has done all that he can do; yet much remains to be done. If results are represented by 100 per cent., then I suggest that 90 per cent. lies in the hands of the planter to do. What we nurserymen are interested in is to get the planter to do his 90 per cent. and to do it in the right way and at the right time.

Planting directions are very generally distributed by nurserymen, I believe, when they deliver their trees. But, as it is important to start right, we might make sure that buyers are always given necessary instructions for proper planting. And that, I take it, includes information as to soil, situation and location.

Pruning is very important to fruit trees. I have often thought that it might be a good idea to prune all fruit trees before shipment. It would mean extra work but it would save some packing cost and transportation expense and those are important considerations these days. I do not know if anybody ever tried that or how well it worked, or whether it would work if tried. There would be objections. The cutting back could be done only with the knowledge and consent of the buyer. Some buyers might object. Some would not understand. I think a powerful consideration would be the loss of size in the trees delivered; because buyers are prone to attach importance to size. Some buyers want cord-wood and some nurserymen may think it an advantage to deliver cord-wood. A big tree often means a big price. But cutting back and proper pruning before shipment would be economical, would insure proper pruning where the average small buyer will not prune at all, and would mean an added service and a corresponding value to the buyer.

There is an excellent book on pruning, "The Little Pruning Book" I think it is called, by F. F. Rockwell, the efficient chairman of the American Association's Market Development Committee. It was written for a firm that sells pruning knives. Now that firm doesn't care a hang about trees or pruning, but it does want to sell pruning knives, and so it advertises and sells this little book that tells why and how to prune trees. The trees are *your* trees. You, too, are interested in having them pruned properly. Might not that be a good book for you to sell or even to distribute free to your customers?

Spraying is very important not only in the case of fruit trees but other stock as well. And that is the hardest thing to get done. Probably it is the nurseryman's greatest problem today: to get planters to spray their trees. Neglect to attend to that is the cause of comment so wide-spread as to put it in the class of propaganda to discourage the planting of home orchards. I don't mean that it is organized or traceable to a common source. But we do know that some of the entomologists have intimated that the small plantings are a menace to the commercial orchards; that being as a rule unsprayed, they become breeding places and disseminators of pests. I have read in the late issues of two important and influential agricultural papers, articles that must have the effect of discouraging home owners from buying fruit trees. The conclusion drawn, if not invited, must be that after all, it is cheaper and better to buy the fruit grown by those whose business it is to grow fruit commercially, as being cleaner and better and cheaper than any that can be grown at home. Now, fruit growing, I mean commercial fruit growing, is a highly specialized business. It has to be, to be successful. So does any other business, for that matter. A commercial orchardist has to know what he is about. He must know how to prune and spray his trees, he must know how exactly what to spray for and why and when, he must know what spray materials to use and he must have the efficient machinery to use them. But these are things that the average farmer does not know and things that he does not have. His situation is about this: There is no local shop in his town where he can find sprayers and materials; he sends to Sears-Roebuck for his tank, he goes to the farmers' supply store for his lime-sulphur, to the coal-yard for his lime, to the seed store for his black-leaf-40 and goodness knows where for repairs that he can't make himself; not to mention the hardware store for brass screen and the candy store for wooden pails and some other place for arsenic and somewhere else for directions.

When the farmer is up against that sort of thing, fighting with the bugs for the apples on a few trees, I can understand why the bugs sometimes win out and the farmer decides to buy his fruit.

We want the farmer to grow some fruit at home, but we've got to boost up his spirits and help him do it.

It is all very well to spend money to encourage folks to buy trees, but if there is anything in Dr. Bailey's statement that our goods are a 99 per cent. failure, then we had better spend some time and money in telling people how to take care of what they buy from us.

The automobiles have service stations scattered all over the country. They make touring easy. The nursery industry is not large enough to warrant nurserymen, even collectively, setting up service stations. But would it not be possible, through existing organizations, to co-operate with available local agencies like the State Experiment Stations, the farm bureau agents and the county agricultural demonstrators? Could we not see to it that public lectures are arranged and demonstrations staged at the right time for spraying? I notice that at many of the institutes held this winter, time is given to orchards and fruit-growing, but we ought to see to it that this department of agriculture receives attention everywhere. And could not some arrangement be made by the trade for their traveling salesmen to see that some store in every town carries in stock spray materials and is prepared to take orders for spray pumps, keeping repair parts in stock? I don't know whether that could be done or not. I don't know whether you consider it important or not. I am asking questions. In orcharding sections, this matter is taken care of. Men make a business of spraying. I believe that many small cities and towns could furnish profitable employment to men properly trained for the work of pruning, spraying and caring for places not large enough to warrant the single expense. That is the way it is done in my home town, and if it were not done that way, I am quite sure it would not be done at all. Will any of your trade organizations take this matter up? Does this association think it important? When a thing is to be done, somebody must do it; everybody won't.

I think it might be wise to encourage the planting of more dwarf fruit trees. They are much more easily sprayed with the ordinarily small sprayers.

I have elsewhere urged the importance of using aphid-resistant stocks for apples. Such trees will be demanded soon; conditions require them. It might be well to look ahead and provide them.

I do not look for the passing of the home orchard. Nurserymen are going to be helped in retaining them by the universal love that man has for his own vine and fig tree. The idea of production, of possession, adds a flavor that the fruit stands cannot give.

And low prices for farm crops are going to help sell fruit trees to farmers. It takes more than a bushel of corn to buy a can of peaches today—if the farmer can find a buyer for the corn. The farmer can get two cans of peaches for a bushel of wheat, provided he adds fifteen cents in change. He can buy a can of pears for a bushel of corn. Cherries and plums cost two bushels of corn per can. When it comes to the fresh fruit, the farmer can exchange a bushel of corn for six Spitzenberg or six Winesap apples; or for three Anjou pears. Right now, the farmer can exchange a bushel of wheat for two peaches from South Africa; or, for a bushel of corn and a bushel of wheat, he can get one pound of grapes from Belgium. When the farmer makes comparisons like this, and figures on what he can grow at home, he is going to continue to buy your trees if given proper encouragement and reasonable assistance. For the price of one can of peaches, he can buy a peach tree; for the price of two cans of cherries or plums he can buy a cherry or a plum tree. I submit that you gentlemen with fruit trees to sell might profitably translate these figures into the terms of the cost of your trees and tell the result to the farmer. They offer a mighty good reason for buying your trees.

Give the farmer to understand when he plants fruit trees about his home that something is expected of him before he can get results. He buys things that are, in fact, unfinished products; teach him how to finish them and get profits out of them. He will understand. He does not plant his corn and expect it to hoe its own row; nor his other crops and consider that there is nothing more to do. Tell him there is a lot to do with trees. They don't bring their crops unaided. Extravagant stories of wonderful yields sold at top-market prices in places that he cannot possibly reach result in nothing but harm to the trade. They arouse hopes that cannot be realized, they cite isolated instances and invite their acceptance as the general and universal.

And planters should be told very frankly that not all trees are likely to live, because there is a certain unavoidable mortality. The most skilled nurseryman cannot plant a block of young trees and dig an equal number at maturity. The value of those that do live should be emphasized. A man may plant a dozen rose bushes and if half of them live and bloom for two years or even one year, he has his money's worth. A rose bush costs now, how much?—from a dollar to a dollar and a half. That would buy only half a dozen blooms at any time of the year.

Another thing: May I not say that it would be a service to the planter and serve the best ultimate interests of the nursery trade also, if, instead of introducing at once the new varieties, trees of new fruits should be distributed for trial and testing



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We can furnish you crating lumber cut to size. We manufacture our own lumber and will contract to furnish your year's requirements.  
Write us for prices. Will be pleased to figure with you.

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Manufacturers of Lumber

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#### GRAPE VINES

GROWN  
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### RIGHT

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For Nurserymen and Florists

**Dayton Fruit Tree Label Co.**

South Canal St., Dayton, Ohio

#### CALIFORNIA PRIVET

ASPARAGUS  
RHUBARB

CUMB. RASPBERRY  
SNYDER B. B. R. C.

well rooted vigorous plants

Peach in Asst. Shade trees in grades. Prices right

**THE WESTMINSTER NURSERY**

**WESTMINSTER, MD.**

#### Rhododendrons, Kalmias and Azaleas

Any size, any quantity, in straight or mixed cars, or less.  
Also other native plants and shrubs of the Blue Ridge Mountains.

**J. B. ANDERSON, Black Mountain, N. C.**

## Golden Delicious Infringement Stopped!

Camden, Delaware, February 10, 1922.

Stark Brothers Nurseries & Orchards Co.,

Louisiana, Missouri.

Gentlemen,

We hereby authorize you in our or your name, as you may see fit to cause to be inserted in the Rural New Yorker and The American Fruit Grower and any other papers or magazines in which we have in any way advertised the "Golden Delicious Apple Tree," an advertisement in substance, as follows, to wit:

In issues of your paper the Camden Nurseries have advertised Golden Delicious trees. Stark Bro's N. & O. Co. are the introducers and sole owners of the Golden Delicious Apple Tree, and they have brought to our attention their legal rights to that apple tree, and we have agreed not to sell or deliver any Golden Delicious Apple Trees, and we further agreed not to propagate, raise or sell any of those apple trees. All of our stock of Golden Delicious Apple Trees have been turned over to Stark Bro's, for such disposition as they may care to make of same.

Respectfully,

CAMDEN NURSERIES,

By (Signed) Camden Nurseries.

Golden Delicious Trees can be sold only by Stark Bro's.

Address all inquiries for this variety of apple trees to

**STARK BRO'S**  
at **LOUISIANA, MO.**

with the different State Experiment stations before putting them on the market. The Experiment Stations are located in all parts of the country and are thus prepared to test for results under different conditions; they are absolutely free from commercial influence; their verdicts would be impartial. Such tests would be as fair as it would be possible to secure. A single tree often affords no real test. It may be especially well situated and have surrounding conditions that make its fruit of extra size or color or flavor. Or it may be suited to the conditions of only one particular section. I have no doubt that while originators and introducers are humanly disposed to regard favorably their own discoveries, yet I am sure they believe their introductions confer a boon. And yet I think you will agree with me that the records show that only a very few of the many novelties introduced have ever measured up to the claims made for them in perfect good faith. A fair, impartial and wide test made by the non-commercial experiment stations would save much disappointment and loss. Any nurseryman with confidence in his novelty should welcome the advertising value of satisfactory results in a test like that.

In the florist trade, closely allied to the nursery business, we have lately seen a widely distributed test of a new rose. A. N. Pierson, Inc., Cromwell, Connecticut, sent plants to a number of leading rose growers for testing the new Montgomery's Priscilla. The verdict was that it did not possess such outstanding merit as to make it superior to older varieties already in commerce. The new rose was withdrawn from sale although the Pierson firm had orders booked for many thousands of dollars' worth of plants. The Pierson name would sell any variety they might put on the market. Their action affords an interesting example of the Pierson business methods and standards, and it illustrates, too, the way things are being done in a line that is closely related to our own business. There is a concrete suggestion of service that, judging by past records, could save planters some loss and disappointment. What do you think of it?

I am still talking about service and there is something else I want to ask you about. Prof. J. K. Shaw, of the Bureau of Pomology at Amherst, Massachusetts, and formerly an official in the same line of work in West Virginia, has lately given out some statements that have not been so widely published in the trade press nor so generally discussed by nurserymen as their possible significance to the trade would seem to warrant. Prof. Shaw says that it is possible for him, by following scientific methods that can be readily imparted to others, to identify mixtures in fruit trees, that they can be identified and marked so there will be comparatively few errors. I have not seen that done. I know that nurserymen, as a rule, through the amount of time spent in their nursery rows, become familiar with the limb and leaf growth of different varieties, and I know that very few nurserymen can be sure at all times. But if there is anything in Prof. Shaw's methods of identifications, it should be found out and used. If fruit trees can be certainly named and identified in some way by undetachable markings, and if nurserymen could sell their trees with a certain official certification of corrections, then I shall begin to look for the millenium. I shall consider that our troubles are over. I have been expecting to see some trade organization take this matter up with Prof. Shaw and see what his methods are and whether they can be put to practical and general use. This very progressive association of yours, while mainly interested in ornamental stock, might very well take this matter up in the absence of other active interest.

We can serve the public, I think, and ourselves as well, with better advertising copy, copy that is always frank and straightforward. Some that appears cannot be objected to at any point and yet its effect is not entirely wholesome for its advertisers or others.

And think that we can serve with better catalogues. I am not going into that subject now, but I believe that if I were preparing a general catalogue, I should omit descriptions altogether, especially descriptions of fruit varieties; they are pretty well known and they are in all the catalogues. I think I should prefer to let my readers enjoy the descriptions in the other fellow's catalogue while I devoted my pages to the important business of telling them why to buy my trees. A friend of mine recently sent me his catalogue for comment and suggestions. He said that the body of the catalogue did not seem to pull as well nor assist his agents as much as the inserts at front and back, where he showed pictures of his nursery, his blocks, his bundles of trees, his office and even his residence. As if it was necessary to tell anybody that! The descriptions were not even original matter. They were evidently lifted from other catalogues; they not only suggested the shears and the paste-pot, but the catalogues they were taken from were prepared for different parts

of the country and the descriptive matter wasn't always a good fit.

Maybe I can illustrate what I mean by referring you to the catalogue of the Fancher Creek Nurseries in California. That is so far away as to excuse the personal reference. It is full of interesting reading matter. The story of Mr. Roeding's introduction of the fig wasp is as exciting as one of Fabre's insect books. Mr. Roeding's catalogue tells about fruit with respect to their value and uses. And his introduction gives you an insight into his conception of the relation of the nurseryman to the planter that is worth thinking about. Mr. Roeding says that to have trees true to name is of importance so primarily fundamental as to be expected as a matter of course, but further he says that some strains and some individual trees are so superior that propagation should be always from the best. You know, of course, what the Bud Selection Association of California is doing in that direction. But Mr. Roeding goes much further than that and says, as a nurseryman, that he feels he should make sure that the orchard he sells is to be planted where it will succeed, of suitable varieties, planted in a correct location with respect to slope and drainage and sunshine and winds, and also that he must advise against commercial plantings where the buyer hasn't facilities for reaching a profitable market. That is a very high conception of the nurseryman's responsibility. But is it too high? Is it not rather a recognition of his own ultimate best interests? Anyway, it is Mr. Roeding's conception of his responsibility outlined in his catalogue. And I might add what you all know, that Mr. Roeding is a very successful nurseryman.

We can serve by working along with others. I mean, the Press. The reputable farm papers are interested in the farmer. We may take that as a safe assumption. And they are interested in the nurseryman. Sometimes they are not as well-informed as they might be in the matter of trade conditions and trade methods and standards. But having been in rather close touch with the agricultural press, I have found them not only willing but anxious to know us and to co-operate with us for the good of the public and therefore for our own good. I refer you to the story of Zaccheus. I think you will find it in Luke, 19:3. Zaccheus wished to see the Man of Nazareth, to see what manner of Man He was, but Zaccheus could not see Him for the Press! So, being a small man, Zaccheus climbed a sycamore tree. I advise you nurserymen to plant sycamore trees. If I may be pardoned for putting it that way, there is the nursery business to be seen, and there are other Pharisees and rich men besides Zaccheus, and it may be profitable for them to see and know your industry for what it is. If we complain that the press at times presents us incorrectly or unfairly, then we must ask ourselves if the fault is wholly theirs? If we ask their understanding, we must give them our confidence. In all the nursery meetings that I have attended, I have never seen or heard anything that needed to be concealed from the press or public, and I have heard much that would have been greatly to our credit and profit for the public to know about. I have always said, and I still believe, that it would be immensely to the nurserymen's advantage to have their meetings wide open to the public. Even the worst (and I don't know any worst) would be better than misinformation and the suspicion invited by secrecy. If what we are and what we do and the way we do it are not matters that concern the public—our customers—then that, of course, is another matter. But don't you see that if we take that position, we cannot reasonably complain if we are misunderstood or even misrepresented? We don't want to do anything to make the press or the public think we shun publicity; we need publicity, we want publicity and the more publicity we can get the better it will be for the trade. We can get much further with the press by sincere and real co-operation than we can with the fallacy of considering advertising an influence, because that only indicates the lack of a sense of humor. The press treats us generously and will treat us even more generously if but given the opportunity.

You gentlemen who grow ornamentals have an opportunity as well as a responsibility (if I may say so) to make the ugly places beautiful and the beautiful places more lovely. There is nothing I can tell this group about landscape gardening, but there is a great deal that I could say about some gardens I have seen. We cannot give too much thought to color, because color so often gives us our moods and tempers. For one thing, we use too much red in our gardens. That is the English influence, but England is cold and bleak, even in the summer, and they need reds to cheer them up. Our own summers are hot and dry and every touch of red in our gardens only serves to intensify the heat. We should use blues and lavenders lavishly, because they are cool colors. I am going to be bold and say that some things we sell are hard to locate with good effect. Weeping trees are

# DO NOT FORGET!!! RAFFIA

The cheapest and best material for Budding and Tying is RAFFIA. We can ship promptly. Standard Brands:—RED STAR, X. X. SUPERIOR, A. A. WESTCOAST. Write for prices.

**THOMAS B. MEEHAN CO., Dresher, Penna.**

## RICE BROTHERS CO. Geneva, N. Y.

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| A       |    | Fruit trees      |
| General | on | Ornamental trees |
| Surplus |    | Shrubs and Roses |

Write for prices.

## COMMERCIAL NURSERY CO. Has Peach Trees

If you are going to need Peaches, it will pay you to have correspondence with us.

Have good assortment in heavy grades. Write us at

**Decherd, Tenn.**

FRUIT TREES—Pear, Plum, Peach, Apple and Cherry.

SMALL FRUIT—Raspberry, Blackberry and Currants.

FINE LOT OF GRAPES—Concord, Agawam, Salem, Wyoming Red, Brighton, Worden, Niagara and Delaware 1 year No. 1, and some varieties 2 year No. 1.

SILVER MAPLE—Sizes 1 to 4 in.

NORWAY MAPLE—Sizes 1 1/4 to 4 in.

CUT LEAF BIRCH, EUROPEAN SYCAMORE

Fair Assortment of Shrubs, Spirea, Hydrangea, Etc.

**H. J. CHAMPION & SON**

PERRY, OHIO

### GRAPES

2 year, No. 1 and 2

Concord, Worden, Agawam, Catawba

1 year, No. 1 and 2

Concord, Niagara, Worden, Moore's Early, Van Lindley, Delaware

### CURRANTS

Wilder, 2 and 1 year

Cherry, 1 year

**GRADED RIGHT  
PRICES RIGHT**

**PENNSYLVANIA NURSERY COMPANY  
GIRARD, PA.**

## LANDSCAPE PHOTOGRAPHS

Every Landscapeman should use our photos when soliciting landscape orders. Our views are doing fine for many nursery firms. Start now using them. Our numbered circular sent free on request.

**B. F. CONIGISKY**

227 N. Adams St., Peoria, Ill.

## Established 1866 NAPERVILLE NURSERIES

— Growers of —

**Trees, Evergreens, Shrubs, Perennials, etc.**

**Lining Out Stock**

**NAPERVILLE, ILL.**

TELEPHONE, NAPERVILLE No. 1.

## W. T. HOOD & CO. OLD DOMINION NURSERIES Richmond, Virginia

Surplus Norway Maples (large size), Silver Maples, Sugar Maples, Red Oaks, Pin Oaks, California Privet, 1/2, 1 1/4 and 1 1/2 inch; Amoor River Privet, South, 1 1/2 and 2 1/2 inches; Magnolia Grandiflora, one-year peach; Concord Grapes. Can use in exchange: Apples, Cherry and Standard Pear; Small Evergreens and Shrubs and 1/2 ft. Norway Maples; Blackberry Root Cuttings. Roses: Budded Roses and Roses on own roots.

## Small Fruit Plants for the Trade

Eldorado and Blower Blackberry, Cumberland, Kansas, Plum Farmer, Gregg, Haymaker, Cardinal, St. Regis, King and Cuthbert Raspberries.

**P. D. BERRY & SONS**

159 Haller Street

Dayton, Ohio

## GRAPE VINES CURRANT and GOOSEBERRIES

38 Years' Experience

Let me quote you prices on your list of wants. Have them in all grades, but have some extra fine 1 yr. vines in surplus in Concord, Worden, Niagara, Moore's Ey., Mo. Diamond, Campbell's Ey., Agawam and Saline. All graded up to the standard which is well known to the trade, and our prices will be right. Give me a chance and I will please you.

**THE J. H. FOSTER NURSERY**

Successor to Foster-Cooke Co.

**FREDONIA, N. Y.**

**M. KOSTER & SONS**

BOSKOOP,  
HOLLAND

offer to grow on contract

**MANETTI**

and other stocks  
for the American trade.

not for general planting; they are only for special situations. *Sambucus aurea*, *Spirea aurea*, *Philadelphus aurea*—in fact, all the aureas—only add to the sense of heat in the summer. Koster's Spruce is too conspicuous for general use; it does not blend. We need more of the green conifers and especially the dark green varieties; they are cool and refreshing to the eye. As for *Catalpa Bungei*, all I can say is that it has all the beauty of an inverted broom stick and its presence on the lawn marks the owner as lost to all sense of pride in his home and his community.

I was talking to a nurseryman not long ago and he said that as a merchant, he had to sell what his customers were willing to buy. I suppose so; but at least let us try to sell them what they ought to buy. If we fail, then we can hope for later appreciation of the better things and the finer taste. As many people graduate from the Ford into the Rolls-Royce as can afford the price.

Someone has said that every successful business is but the lengthened shadow of one man. And I don't know of any kind of business of which that is more true than it is of the nursery business. We have in the trade very few organizations, very few executive staffs, very few consider continuing the business under any and all contingencies. And that is strange where the opportunities are so great. No nursery business is limited in its possible expansion and growth except by just two things: its capacity to produce and its ability to sell. We distribute everywhere. In theory, anyway, there is no reason why a single firm should not finally get all the business, that is, no reason outside the personal equation. There is in every business one dominant personality. In your own line, that fact has made many flourishing businesses of the past only a part of the trade's recorded history. The edifice of a nurseryman's life-work soon crumbles after his departure. Patrick Barry and George Ellwanger, Prosper J. Berckmans, Samuel B. Parsons, George Peters, Samuel Moon, Samuel Lorton, A. H. Whitney, George Sweet, Morey, Manning and Manning were household names within our recollection. Today, they are but affectionate memories with us in the trade. Your work, too, will pass with you and become as "the snows of yesterday." It will bring you while you are here neither fame nor riches. The originator of the Concord grape died in an almshouse. The originator of the Elberta peach that minted gold for others, is living in modest retirement. Outside the trade, I doubt if his name is known.

But those "snows of yesterday"—if I may revert to the simile, had their gracious uses. They cleared and freshened the air and made it fine and bracing. They fell upon the receptive earth and stored up moisture for a new growth and another harvest. You have that satisfaction: that what you are doing is worthwhile. And it can be said of you when you finish your work—and may that be for all of you, many years hence—that you added to the health and happiness of mankind, that you made the earth more fruitful and more beautiful, that you left it richer than it was before. And more than that can be said of none.

## FOR SALE

\*\*\*\*\*  
**FOR SALE**—Established Nursery 14 miles from New York City, on main thoroughfare between N. Y. and Boston, on trolley line, 26 acres, \$22,000, easy terms. Norwalk, Conn. Box 213, R. D., No. 61.  
 \*\*\*\*\*

Manchester, Conn., February 13, 1922.

National Nurseryman.  
 Flourtown, Pa.

Gentlemen:—

In connection with the article "Vice-Presidents of the American Association of Nurserymen" appearing in your late issue, I beg to point out the fact that the members of the Connecticut Nurserymen's Association are not all members of the American Association. I assume that this condition exists in all state organizations.

It is obvious then, that the election of the State Vice-Presidents of the American Association by the various state organizations would involve individuals who have no direct connection with the American Association.

The membership of our little state Association is such as to make it possible to bring about the situation of non-members of the American Association naming a Vice-President in that body, if the plan mentioned in your article were put into effect.

I think the suggested plan of having the Secretary poll a vote by mail should be applied to all states. That method of electing the Vice-Presidents ought to bring out a fairly representative vote. One could expect at least more than two votes from New York State.

Very truly yours,

F. J. RIPPIN.

**Why Not!** Place an Advertisement in  
 Our Columns  
 and Increase Your Business, as Others are Doing  
*The National Nurseryman* - - -

## WANTED

**WANTED**—Salesman, a man who is a live wire to travel and solicit orders from large private Estates. Must understand Trees and Plants thoroughly. Liberal terms and steady employment to a man who can make good. Address: SALESMAN, Care National Nurseryman, Hatboro, Montgomery Co., Penna.

**WANTED**—At the nursery a good live man, with excellent general nursery experience, must be a good salesman, familiar with stock and accustomed to filling orders. Best of references required.

**THE ELIZABETH NURSERY CO.**  
 Elizabeth, N. J. Box 35

ESTABLISHED 1893

**THE NATIONAL NURSERYMAN**

INCORPORATED 1902

The only Trade Journal devoted exclusively to the interests of growers and dealers in nursery stock. Edited by a practical nurseryman, Ernest Hemming, Flourtown, Pennsylvania, to whom all correspondence pertaining to the Editorial Department, should be addressed.

Nurserymen cannot afford to be without a trade paper. The advertising pages, patronized by all leading nurserymen throughout the world, will save many dollars to the subscriber. These pages are a record of the stock offered for sale.

SUBSCRIPTION PRICE \$1.50 per year in advance.

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**THE NATIONAL NURSERYMAN PUBLISHING COMPANY Incorporated**

Subscribers to "Nurserymen's Fund for Market Development."

HATBORO, PENNA.

When writing to Advertisers please mention the National Nurseryman.



# Retinosporus Pisifera, Squarosa Veitchii

Per 100 and per 1000

## AUDUBON Nursery, H. Verzaal, Prop., P. O. Box 275, Wilmington, N. C.

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404 W. Baltimore Street, Baltimore, Md.

OFFER FOR SPRING, 1922:

APPLES, 2 and 3-year buds.  
 PLUMS, 1 and 2-year old.  
 PEACH, 1-year old; Standard varieties in all grades.  
 GRAPES, 1 and 2-year old.  
 SHADE TREES, Norway, Sugar and Silver Maples, Oriental Planes, Carolina and Lombardy Poplars, Red, Pin and Willow Oaks. All sizes.  
 FLOWERING SHRUBS  
 EVERGREENS in assortment: EXTRA FINE lot of Norway Spruce, 4-5 ft. and 5-6 ft. Attractive prices. Can supply in carload lots.

SEND US YOUR WANT AND TRADE LISTS

If You Are in the Market for Clematis Paniculata, 2 Year No. 1, and California Privet, 2-3',  
 Write for prices and samples.

**ROCK'S FLOWER GARDENS**  
 Independence, Mo.

We offer one year Apple, one year and June Bud Peach and California Privet. Send us your list for prices.  
 We offer Apple Scions. Write for list and price.

**Chattanooga Nurseries, Chattanooga, Tenn.**

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**The Howard -- Hickory Co.**  
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Let us quote you prices on your requirements in one and two year **GRAPE VINES, CURRANTS and GOOSEBERRIES** for immediate or early spring shipment.

You will find our prices and grading right.  
 Write us before placing your order.

**There Is Money in Box Barberry**  
 Japanese Barberry Is Scarce and High-Priced  
 Use Box Barberry for Hedges and Give Your Customers Something Worth While  
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**Our Spring 1922 Catalogue Now Ready**  
 A Mighty Handy Perennial Reference Book  
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2 1/4-inch  
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4-inch  
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 \* **STRAWBERRY PLANTS, STANDARD and EVERBEARING** \*  
 \* **LUCRETIA DEWBERRY**, all tip plants. \*  
 \* **ASPARAGUS**, 1 year old roots. \*  
 \* My quality and prices justify a part of Your Patronage. \*  
 \* Let us talk it over. \*  
 \* **V. R. ALLEN** \*  
 \* **SEAFORD, DELAWARE.** \*  
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### EVERBEARING STRAWBERRY PLANTS

If you need Everbearing strawberry plants to fill spring orders or if you wish to increase your planting in nurseries, we can supply you with genuine **PROGRESSIVE** Everbearing plants, guaranteed to be **TRUE TO NAME** and handled so as to reach you in best of growing condition. Write for prices.  
 We have been growing and breeding the Everbearing strawberries for the past eight years and have many new varieties growing in our experimental grounds that are not yet for sale. We invite a personal visit to our grounds during fruiting season, preferably during August or September. The latch string is always out.  
**THE GARDNER NURSERY CO., Drawer 103, Osage, Iowa.**

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### DERRY, N. H.

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# Bobbink & Atkins

Nurserymen and Florists

Subscribers to "Nurserymen's Fund for Market Development."

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Carolina Peach Pits

1921 Crop

J. Van Lindley Nursery Co.

Pomona, N. C.

RUTHERFORD, NEW JERSEY  
Palms and Greenhouse Stock, Roses in Bush, Standard or Tree Form, Evergreens, Trees and Perennials.

Boxwood, Rhododendrons, Andromedas, Ericas, Azaleas, Japanese, Ghent, and Mollis. Send Us Your Want List. Inspect Our Stock.

## SCARFF'S NURSERY

Headquarters for

Small Fruit Plants

and LINING OUT STOCK

|              |                   |                      |
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| Strawberries | Grape Vines       | Horseradish          |
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| Blackberries | Hardwood Cuttings | Barberry Seedling    |
| Elderberries | Iris              | Althea Seedling      |
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Our list quotes lowest prices.

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Send for free copy and subscription rates to:—

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HORTICULTURAL ADVERTISER, Ltd.  
Lowdham, Notts, England

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Contains special features not found in any other trade journal.

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ANGERS, FRANCE

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For all information as to Stocks, Prices, terms, etc., address

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NEWARK - - NEW YORK

### Native Broad-leaved EVERGREENS

Ornamental Trees, Shrubs, Vines, Woody and Herbaceous Plants of the Blue Ridge Mountains, including: *Kalmias*, *Rhododendrons*, *Leiophyllums*, *Andromedas*, *Tsugas*, *Azaleas*, *Corylus*, *Oxydendron*, *Zanthorhiza*, *Ampelopsis*, *Lonicera*, *Shortia*, *Iris*, *Liliums* *Stenanthium*.

Approximately 500 species

Collections to Order in Carlots a Specialty  
Correspondence from large planters solicited.

ASK FOR PRICE LIST

E. C. ROBBINS, PINEOLA,  
Avery County North Carolina

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Largest assortment in New England. Evergreens, deciduous trees, both common and rarer varieties. Sturdy, choice stock that can be depended upon. Send for catalog and special trade prices.

The Bay State Nurseries

North Abington  
Mass.

#### SHRUBS

This New England soil and climate produce fine sturdy shrubs. Special trade prices. By the thousands, hardy Native and Hybrid Rhododendrons—transplanted and acclimated. Send your lists let us est.

# YES

We still have a  
large stock of

## EVERGREENS

Including a good  
supply of the scarce  
medium sizes.

Trees and Shrubs also.

We are headquarters  
for *Taxus Canadensis*,  
*Pinus Mughus*, *Rhodo-*  
*dendron Carolinianum*  
and *Azalea Kaempferi*.

**FRAMINGHAM NURSERIES**  
Framingham, Mass.

## NURSERY BANDS

Manufacturers of.

### STEEL BOX STRAPPING

FOR

### NURSERY PURPOSES

AN ESSENTIAL TO FINISH YOUR JOB

AT A NEGLIGIBLE PRICE.

STANDARD SIZES USED BY NINETY

PERCENT OF THE NURSERY TRADE ARE

8 in. X 1 in. AND 12 in. X 1 in.

ANY SIZE CAN BE FURNISHED

WRITE FOR PARTICULARS

**American Steel Band Co.,**

888 Progress Street,

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## Raspberry, Blackberry

### and other Small Fruit Plants

in large supply

Special prices for fall shipment

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## LINING OUT STOCK

DEMAND—Greater than ever.

SUPPLY—Below normal.

RESULT—First come, first served.

**Thomas B. Meehan Co.**

Wholesale Nurserymen

Dresher, Penna.

## HILL'S EVERGREENS, Etc.

FOR LINING OUT

Pyramidal Arbor Vitae .....XX 10-12 inch

" " .....XX 12-18 inch

Red Cedar .....XX 12-18 inch

" " .....XX 18-24 inch

Berberis Thunbergii ..... 4-6 inch

" " ..... 8-10 inch

Spiraea Van Houttei ..... 6-12 inch

" " ..... 12-18 inch

Snowberry (Heavy) ..... 12-18 inch

Coralberry ..... 18-24 inch

Also Complete Line of Specimen Evergreens, Shrubs, etc.

Send for Complete Catalog

Each X indicates one transplanting.

**THE D. HILL NURSERY CO., INC.**

Box 401

Dundee, Illinois

## Peonies A SPECIALTY

The cream of 1200 sorts

Some extra new ones

**THE WORLD'S BEST!**

Eighteen Acres

Write for our List

Cannas, Dahlias and Gladioli

**C. BETSCHER, Dover, O., U. S. A.**

When writing to Advertisers please mention the National Nurseryman.

## FRUIT TREES

**APPLE TREES**  
2 yr. budded  
11-16 to  $\frac{7}{8}$  inch  
 $\frac{5}{8}$  to 11-16 inch  
 $\frac{1}{2}$  to  $\frac{5}{8}$  inch  
1000 Grimes Golden  
3000 M. B. Twig  
10000 Stayman Winesap  
3000 Williams Early Red  
2000 Winesap  
2000 York Imperial  
4000 Yellow Transparent

**APPLE TREES**  
1 yr. budded and grafts.  
9-16 to  $\frac{5}{8}$  in. 4 to 6 ft.  
 $\frac{1}{2}$  to 9-16 in. 4 to 5 ft.  
7-16 to  $\frac{1}{2}$  in. 3 to 4 ft.  
 $\frac{3}{8}$  to 7-16 in. 2 to 3 ft.  
4000 Ben Davis  
4000 Delicious  
2000 Grimes Golden  
3000 Jonathan  
10000 York Imperial  
5000 M. B. Twig

200 R. I. Greening  
5000 Stayman Winesap  
1000 Winesap  
3000 Yellow Transparent  
**BLACKBERRIES**  
Eldorado Lawton  
Early Harvest Iceberg Messereau  
**RASPBERRIES**  
St. Regis

**PEAR TREES**  
2 yr. budded  
11-16 in. and up  
 $\frac{5}{8}$  to 11-16 in.  
 $\frac{1}{2}$  to  $\frac{5}{8}$  in.  
50000 Keiffer  
**CHERRY TREES**  
2 yr. budded.  
11-16 in. and up  
 $\frac{5}{8}$  to 11-16 in.  
 $\frac{1}{2}$  to  $\frac{5}{8}$  in.  
1000 Early Richmond  
1000 Montmorency

**PEACH TREES**  
1 yr. budded.  
 $\frac{3}{4}$  in. and up  
9-16 to  $\frac{5}{8}$  in.  
7-16 to 9-16 in.  
5-16 to 7-16 in.  
15000 Belle of Georgia  
4000 Elberta  
1000 Ray  
1000 Red Bird Cling  
1000 Slappey

**PEACH TREES**  
June buds  
18 to 24 in.  
12 to 18 in.  
6 to 12 in.  
5000 Carman 100000 Elberta  
**GRAPE VINES**  
1 year No. 1  
15000 Niagara  
40000 Concord  
8000 Moore's Early  
4000 Delaware

## SPECIMEN EVERGREENS

|                               |              |                                |              |                           |              |
|-------------------------------|--------------|--------------------------------|--------------|---------------------------|--------------|
| 100 Arborvitae, American      | 3 to 4 ft.   | 50 Hemlock, Canadian           | 2 to 3 ft.   | 25 Ret. Veitch's Japanese | 5 to 6 ft.   |
| 100 " "                       | 4 to 5 ft.   | 200 " "                        | 3 to 4 ft.   | 25 " "                    | 6 to 7 ft.   |
| 100 " "                       | 5 to 6 ft.   | 500 " "                        | 4 to 5 ft.   | 50 " "                    | 7 to 8 ft.   |
| 100 " "                       | 6 to 7 ft.   | 200 " "                        | 5 to 6 ft.   | 5 " "                     | 12 to 15 ft. |
| 100 " "                       | 7 to 8 ft.   | 100 " "                        | 6 to 7 ft.   | 50 Spruce, Colorado Blue  | 8 to 10 ft.  |
| 500 " "                       | 8 to 10 ft.  | 100 " "                        | 7 to 8 ft.   | 10 " "                    | 10 to 12 ft. |
| 500 " "                       | 10 to 12 ft. | 100 " "                        | 8 to 10 ft.  | 50 Spruce, Douglas        | 4 to 5 ft.   |
| 50 " "                        | 12 to 14 ft. | 15 Juniper, Schott's           | 7 to 8 ft.   | 50 " "                    | 5 to 6 ft.   |
| 100 Arborvitae, Chinese       | 4 to 5 ft.   | 100 Pine, White                | 3 to 4 ft.   | 50 " "                    | 6 to 7 ft.   |
| 400 " "                       | 5 to 6 ft.   | 100 " "                        | 4 to 5 ft.   | 10 " "                    | 8 to 10 ft.  |
| 400 " "                       | 6 to 7 ft.   | 100 " "                        | 5 to 6 ft.   | 10 " "                    | 12 to 15 ft. |
| 300 " "                       | 7 to 8 ft.   | 100 Pine, Scotch               | 3 to 4 ft.   | 100 Spruce, Kosters Blue  | 10 to 12 ft. |
| 200 " "                       | 8 to 10 ft.  | 100 " "                        | 4 to 5 ft.   | 500 Spruce, Norway        | 2 to 3 ft.   |
| 10 Arborvitae, Pyramidal      | 10 to 12 ft. | 100 " "                        | 5 to 6 ft.   | 500 " "                   | 3 to 4 ft.   |
| 15 Cedar, Blue Virginia       | 8 to 10 ft.  | 100 Pine, Austrian             | 3 to 4 ft.   | 100 " "                   | 4 to 5 ft.   |
| 5 " "                         | 12 ft.       | 100 " "                        | 4 to 5 ft.   | 100 " "                   | 5 to 6 ft.   |
| 5 Cedar, Indian               | 12 to 15 ft. | 100 " "                        | 5 to 6 ft.   | 100 " "                   | 6 to 7 ft.   |
| 20 " "                        | 16 to 20 ft. | 25 " "                         | 12 to 14 ft. | 200 " "                   | 7 to 8 ft.   |
| 50 Cedar, Red                 | 7 to 8 ft.   | 50 Ret. Jap. Golden Plumlike   | 5 to 6 ft.   | 200 " "                   | 8 to 10 ft.  |
| 50 " "                        | 8 to 10 ft.  | 75 " "                         | 6 to 7 ft.   | 200 " "                   | 10 to 12 ft. |
| 10 Cypress, Glory of Boskoop, | 10 to 12 ft. | 75 " "                         | 7 to 8 ft.   | 100 " "                   | 12 to 15 ft. |
| 25 Fir, Cephalonian           | 2 to 3 ft.   | 75 Ret. Japanese Plumlike      | 6 to 7 ft.   | 10 Spruce, Oriental       | 3 to 4 ft.   |
| 52 " "                        | 3 to 4 ft.   | 75 " "                         | 7 to 8 ft.   | 10 " "                    | 4 to 5 ft.   |
| 25 " "                        | 4 to 5 ft.   | 5 " "                          | 16 ft.       | 10 " "                    | 5 to 6 ft.   |
| 50 " "                        | 8 to 10 ft.  | 10 Ret. Japanese Pea Fruited   | 7 to 8 ft.   | 10 " "                    | 6 to 8 ft.   |
| 50 " "                        | 10 to 12 ft. | 10 " "                         | 8 to 10 ft.  | 25 Spruce, White          | 10 to 12 ft. |
|                               |              | 50 Ret. Jap. Gold. Pea Fruited | 7 to 8 ft.   | 25 " "                    | 12 to 15 ft. |
|                               |              | 50 " "                         | 8 to 10 ft.  |                           |              |

## SHADE TREES

|                      |                                                |                      |                                  |
|----------------------|------------------------------------------------|----------------------|----------------------------------|
| 1000 Maple, Norway   | 10-12 ft., $1\frac{1}{2}$ - $1\frac{3}{4}$ in. | 3000 Plane, Oriental | 12 to 14 ft., $1\frac{3}{4}$ in. |
| 1500 " "             | 12-14 ft., $1\frac{3}{4}$ -2 in.               | 3000 " "             | 14 to 16 ft., 2 in.              |
| 2500 " "             | 14-16 ft., 2- $2\frac{1}{2}$ in.               | 3000 " "             | $2\frac{1}{2}$ in.               |
| 3000 " "             | $2\frac{1}{2}$ -3 in.                          | 1000 " "             | 3 in.                            |
| 1000 " "             | 3- $3\frac{1}{2}$ in.                          | 500 " "              | 4 in.                            |
| 1000 " "             | $3\frac{1}{2}$ -4 in.                          | 500 Poplar, Carolina | 6 to 8 ft.                       |
| 200 " "              | 4 in.                                          | 500 " "              | 8 to 10 ft.                      |
| 500 Oak, Pin         | 5 to 6 ft.                                     | 100 " "              | 10 to 12 ft.                     |
| 1000 " "             | 6 to 7 ft.                                     | 500 Poplar, Lombardy | 8 to 10 ft.                      |
| 1000 " "             | 7 to 8 ft.                                     | 1000 " "             | 10 to 12 ft.                     |
| 500 " "              | 8 to 10 ft.                                    | 1500 " "             | 12 to 14 ft.                     |
| 200 " "              | 10 to 12 ft.                                   | 1000 " "             | 14 to 16 ft.                     |
| 1500 Plane, Oriental | 8 to 10 ft., $1\frac{1}{4}$ in.                | 100 Walnut, Black    | 8 to 10 ft.                      |
| 2000 " "             | 10 to 12 ft., $1\frac{1}{2}$ in.               | 100 " "              | 10 to 12 ft.                     |

## Flowering Shrubs

|                               |            |
|-------------------------------|------------|
| 200 Carolina Allspice         | 4 to 5 ft. |
| 300 Coral (Indian Currant)    | 2 ft.      |
| 500 Deutzia, Pr. of Rochester | 5 to 6 ft. |
| 500 Deutzia, Double White     | 5 to 6 ft. |
| 200 Sweet Scented Shrub       | 2 to 3 ft. |
| 300 Spirea Van Houttei        | 5 to 6 ft. |

## CALIFORNIA PRIVET

|             |                 |
|-------------|-----------------|
| 20000 ..... | 6 to 12 inches  |
| 20000 ..... | 12 to 18 inches |
| 20000 ..... | 18 to 24 inches |
| 5000 .....  | 2 to 3 feet     |

# HARRISONS' NURSERIES

J. G. HARRISON & SONS, Proprietors

Berlin,

Maryland





# THE NATIONAL NURSERYMAN



APRIL 1922

Published Monthly at Hatboro, Penna., U. S. A., in behalf of the Trade Interests of Nurserymen, Seedsmen and Plant Growers in General

## THE MONROE NURSERY

Established 1847.

Offers a Fine Stock of  
**SPECIMEN EVERGREENS,  
FRUIT AND ORNAMENTAL  
TREES AND SHRUBS**

Will be pleased to quote on your list of wants

### I. E. Ilgenfritz' Sons Co.

Monroe, Mich.

Manufacturers of The I. E. Ilgenfritz' Sons Co.'s Celebrated  
Graft and Stock Planter and Firmer

## Mount Arbor Nurseries,

E. S. WELCH, Pres.

SHENANDOAH, IOWA.

—30 Years at Shenandoah—

Large acreage.—Large assortment.

Back of our acreage and assortment of stock, we have a good organization, and are prepared to give quick service in handling shipments.

We still have a fairly good assortment of Fruit Trees, Small Fruits, Ornamentals, Roses, Perennials, Forest Tree Seedlings, for delivery Spring 1922.

Ask for our bulletins issued every two weeks during the spring season.

Are always pleased to quote on want lists.

## Bunting's Nurseries

G. E. Bunting & Sons, Proprietors

Selbyville - Delaware

OFFER FOR DELIVERY

Spring 1922

STRAWBERRY PLANTS

RASPBERRY PLANTS

DEWBERRY PLANTS

GRAPE VINES

PEACH TREES

CALIFORNIA PRIVET HEDGE

FLOWERING SHRUBS

PROPERLY GRADED QUALITY STOCK

Correspondence Solicited

## SPECIAL OFFER

See Full  
Page Adv.  
on Page 107

3000 Spirea Van Houtte, 3-4 ft.

5000 Spirea Van Houtte, 2-3 ft.

5000 Crimson Rambler, No. 1 Buds

*At Extra Low Prices to Reduce  
Our Surplus*

Our last Bulletin out April 1st, next one April 15th.  
Don't fail to get it and read thru carefully. Many scarce  
items are listed.

### C. R. BURR & COMPANY

MANCHESTER, CONNECTICUT

We Sell to the Trade Only. Please Use Printed Stationery.

The  
Preferred  
Stock

The  
Preferred  
Stock



and also because we have been able this year to offer to the trade a well balanced and complete assortment of stock, which is "going some" these days. We are not bragging about it, but are happy to be able to supply what our friends need.

Our semi-monthly bulletin still shows for itself. The last one was mailed March 22nd. Look it over carefully. It may contain the very things you want.

Right now is the effective time to push business, while people have that "dig up the garden" impulse that comes in the spring. The orders are to be had if you go after them, but bear in mind that **to do business you need stock**. If you haven't plenty to go through the season put it in now while it is available.

**Jackson & Perkins Company**  
**Newark, - - - New York State**

The  
Preferred  
Stock

The  
Preferred  
Stock

## TO THE TRADE ONLY ROSES

2 Year No. 1 Budded

350 Alfred Colomb  
900 Baroness Rothchild  
600 Captain Hayward  
500 Columbia  
2000 General Jacqueminot  
1350 Gruss an Teplitz  
980 J. B. Clark  
1800 La France  
500 Los Angeles  
3200 Mad. Caroline Testout  
4000 Paul Neyron

*Many Other Popular Varieties*

We Like to Answer Letters

*Do You Want Our Additional Surplus and Prices on Roses?*

Usual Line of General Nursery Stock, Small Fruits,  
Nursery Supplies, Etc.

**Portland Wholesale Nursery Co.**  
**971 Sandy Boulevard Portland, Oregon**

**We grow young evergreens in large quantities and every tree we sell is raised from seeds in our own nurseries.**

If you are in need of lining out stock why not write for our wholesale trade list before placing your order. Our prices are low because we specialize in young stock.

**COLLECTORS OF TREE SEEDS**

==

**THE**

**North-Eastern Forestry Co.**

**CHESHIRE**

**...Connecticut...**

Subscribers to "Nurserymen's Fund for Market Development."

## Princeton Products are Ornamental



**Trees, Shrubs and Evergreens  
of high grade  
for the wholesale trade**

**Princeton Nurseries**

**Princeton in New Jersey**

April, 1922.

# PAINESVILLE NURSERIES



## THE STORRS & HARRISON CO.

NURSEYMEN --- FLORISTS --- SEEDSMEN

ESTABLISHED  
1854

PAINESVILLE, OHIO.

1200 ACRES  
45 GREENHOUSES

Subscribers to "Nurserymen's Fund for Market Development."

When writing to Advertisers please mention the National Nurseryman.



## Hell—oh!

### Are You a Shifter?

Don't be in too much of a hurry to say "yes."

There are two kinds of nurserymen.

Those who belong to the American Association; and those who do not.

The first class realize that any industry, **until it is organized**, is at the mercy of every force that exerts a downward pressure — cut-throat competition; selling below cost of production; undeveloped markets; "over production"; poor transportation service; and a dozen others.

Every business man who

joins the National Association of his industry is doing his part to make the whole industry better for everybody in it.

Every nurseryman who is **not** a member of the American Association of Nurserymen—is a "shifter"—he is shifting his responsibility, and the work of making the business better, on to the shoulders of other nurserymen.

**If you are in the business, you belong in the Association.**

If you are a "live one," we want you with us—you can help us and we can help you.

How?—Send in the Coupon today and find out.

## American Association of Nurserymen



tear me off Quick!

**F. F. Rockwell, National Planting Service, Bridgeton, N. J.:**

I want to know more about what the American Association of Nurserymen does for its members. Suppose you send me the "A. A. N. Boost'er" for three months.

Signed.....

.....



# The National Nurseryman.

FOR GROWERS AND DEALERS IN NURSERY STOCK

The National Nurseryman Publishing Co., Incorporated

Vol. XXX

HATBORO, PENNA., APRIL 1922

No. 4

## Advertising Suggestions to Nurserymen

*Address by Mr. Ralph Bertini, Advertising Manager of the A. C. Gilbert Co., of New Haven, Conn., to the Connecticut Nurserymen's Association, February 9, 1922, Hotel Taft, New Haven, Conn.*

When our mutual friend, Walter Campbell, wrote me some time ago asking me to come down here and say a few words on advertising, he very kindly gave me a definite topic. So definite indeed, that if I had the ability and you the time, we could stay right here for the rest of the week discussing it without a stop. He wrote, "Tell us of the principles of advertising—the mistakes we make—how to correct them, etc., etc." He put in a couple of extra "and so forths," probably because he didn't want to write them down, but at the same time wanted to include anything that his suggested subject might have over-looked. Either he thinks of me as a prodigy of some sort, able from what experience I have had, to point out in the short space of 30 minutes, all the evils and pitfalls in advertising, or else he had something against me, and wanted to hand me a real job for once. However my remarks will be brief and, I hope, to the point.

To begin with, folks, everything you do in business is advertising. The way the girl in your office answers the telephone is advertising. If she has a bright and cheery "Hello" she is advertising your business properly to those who seek you. The reception visitors get to your place of business, the courtesy with which they are treated, that is advertising—good or bad, depending entirely upon the thoughts impressed upon them at the meeting.

The condition of your offices—bright, freshly painted, inviting looking buildings attract customers, whereas ill-kept, unpainted houses repel them. What a very pleasant frame of mind is instilled by walking up through a nicely kept lawn to an attractive building. All that is advertising, gentlemen, and the kind that costs you little or nothing. Before you do any other kind of advertising, be sure that the stage is all set, so to speak, and there are no loop holes by which you can detract from the good effect of the printed word.

This, then, brings us to the thing in which we are all most interested today. Printed advertising, printed salesmanship to go out as the missionaries of your business.

Too many business men today who realize the necessity for doing something to stimulate their business, say to themselves, "I'll advertise." They have no definite thoughts in mind as to just what they'll do—how much money they'll spend, or anything else. They look upon advertising as some sort of a cure-all to make sick business well, and to be disregarded again as soon as the business gets on its feet. But above all, it is not that. It will be of small benefit to any business if not used with the same judgment and care that is exercised in the selec-

tion of the product you have to sell. It wants to be made a vital part of your business, a continuous agent well in the minds of everyone who has to do with the laying out of the year's work for your company, kept in mind in every sales plan if it is to do you the most good. And it wants to be laid out as carefully as you plan the artistic surroundings for the homes of some of my rich friends. It wants first of all to be budgeted. By that I mean a certain, definite and agreed upon sum of money should be set aside every year for advertising. This sum of money to be based on your estimated year's sales, and governed, of course, by your usual selling cost. Undoubtedly, many of you are following that policy now in your advertising and realize the importance of having definite figures to work on. It is the only method which permits of intelligent planning—one of the most necessary features in any advertising campaign.

I would not attempt to advise you how much money to spend in advertising. I certainly advise very strongly, however, that you work on a definite percentage of your net sales. For example, in our business we spend a certain percentage in advertising Gilbert toys and another one in advertising Polar Cub electric products, and we spend this definite percentage religiously, so to speak.

Of course we have been advertising for a number of years, and it has more or less become second nature to us to lay out our year's campaign. We do it in this way:

At the end of every year we take the figures of our sales for that year and discuss the possibilities for the coming year. Consider all of the outside influences with which we will have to contend, the condition of the market, etc. And every year, with the exception of the one we have just been through, we have been fortunate in being able to set our sales quota ahead of the year previous. Then taking the percentage which we have arrived at from our previous experience we know immediately how much we can invest in advertising.

By the middle of the year, if we find our sales are exceeding the quota set, we increase our advertising proportionately to keep step with the progress we are making, and I consider this plan one of the basic principles of advertising. The budget system whereby advertising becomes a standard part of your selling policy constantly works for you, because in a sense you have put it on the payroll along with your other salesmen.

When it comes right down to the point of preparing an advertisement, I think we are all inclined to think of the people we are addressing—the so-called buying pub-

lie, as a strange race entirely foreign to our own. Too many of us write high sounding things that we never would think of saying if we were face to face with that same public. We have a beautiful picture painted that may have nothing to do with the product we are selling, in the perhaps mistaken idea that we need "something unusual to attract attention." And then we go on by putting in a description of what we have to sell as a secondary thought. Try to get it without their knowing it, so to speak.

Remember the people who will buy what you have to sell are the same kind of people that you and I are. They think the same kind of thoughts, most of them have no larger vocabulary than we have. They like the same things we do and they are attracted by the things that attract us. If you have an illustration of a beautiful girl adorning your advertisement, they may be attracted, but they may lose sight entirely of the fact that you wish to sell shrubbery to surround their homes. In other words, it is just as easy to use an illustration which ties up to your product to get your reader's attention, as it is to use one a thousand miles away from it. Get their attention in such a way that they will immediately know at least, the class of goods you are selling.

Printed advertising is not just a pretty picture with a few high-sounding words around it. To be any good to you, it must carry a distinct selling message. Every single thought in it should be toward the end of selling your merchandise, and anything which does not aid this thought, is unnecessary and should be left out.

A short time ago there came to my desk a catalog from a nursery company. I don't recall what concern sent it, but I'm quite sure it was from some distance away and so I can talk about it safely here. That catalog was a beautiful thing. It had so many wonderfully nice looking pictures that I almost forgot what it was they were trying to sell me. There was a concrete example of the illustrations overshadowing the selling message. I recall one other point, too, that impressed itself on my mind very strongly. When I got around to reading the descriptive matter that accompanied these beautiful pictures, I couldn't understand it by the wildest stretch of my imagination. My course in botany at school was very brief and elemental, but I certainly needed a complete college course in it to read that catalog intelligently. Of course, that's one point where allowances have to be made for the nursery business, but if the gentleman who sent me that catalog had talked to me in a language I could understand, he might have sold me something. I was not the least interested in the antecedents and the past history of his plants—what I wanted to know was, what colors they were and how they would blend with the rest of the settings around my home—and I wanted to know how much they would cost me.

I was looking for results and in that, I was no different than anyone else. Very seldom do we buy a particular product for itself alone. What we are buying is the things it will do for us, and the service it will give us, and in the case of the nursery business, not so many plants and shrubs, but attractive landscapes, rooms, etc. It can almost be said that you are selling home beauty. Carry that thought into your advertising and you will be

appealing to the great mass of people in a language they understand. Bring home the thought that your products will beautify their homes—but make them realize that they must buy your products to get these results.

If I were in the nursery business there is one form of advertising to which I would give particular attention and that is direct-mail advertising. This is the one form of advertising that reaches out for a definite prospect, without groping, without duplication, without chance. It leaves nothing to hazard or good luck. It is the most scientific and the most direct of all forms of advertising. It is definite and sure. It is not hit or miss. It is not general. It is not uncertain. Its success is due to the fact that it is personal advertising. It goes direct to the person you want to reach. It carries your message alone. In it you can tell your story in such a way that your prospect will think it was written particularly for him. It establishes a personal point of contact not obtained in any other way but by a salesman's visit.

I would use small space in "class" magazines which go to your particular consumer and also in the newspapers which reach the trade you desire to solicit in your immediate vicinity.

This small space advertising would be all written on what is called the "inquiry basis." Every single feature in each of these advertisements would be toward getting the reader to send for your catalog or whatever literature you have in mind to send him. The point is to build up with these advertisements a mailing list to which you can send catalogs, folders, mail-pieces and keep them going out to your prospects and customers, constantly advising them of what you have to offer.

I have in mind a house organ edited by Mr. Charles E. Carpenter, president of E. F. Houghton & Co., Philadelphia. In a recent issue of the "Printing Art" he acknowledges that the house organ he has been publishing for a number of years called "The Houghton Line" has been a substantial help in increasing his business in 12 years from \$350,000 to \$6,000,000 per year.

There is a concrete example of the value of direct-mail advertising. I know Mr. Carpenter's house organ very well; I look for it every month, although I cannot buy the products he has to offer. It is one of the most interesting pieces of literature which comes to my desk. He has the happy faculty of presenting his stories in such an attractive way that they appeal to everyone practically, and the fact that he has a selling appeal in this direct-mail advertising of his is proven by the figures that I have just quoted in his company's business.

Direct-mail advertising, gentlemen, cannot offend anyone. It has no opportunity to talk back. It gets its message over to the person you want to reach in just the way you want to have him get it. In many cases it will sell goods for you with no further solicitation and in addition gets you an entree to prospective customers whom it would be very hard otherwise to reach. With it you can make, if you will, every single postman who works for Uncle Sam, the selling agent for you.

In all of this talk I have taken it more or less for granted that the majority of men in the nursery business are not advertising at present. This, of course, may or may not be true.

Elbert Hubbard once said something to the effect that "If a man makes a better mouse-trap or safety pin than his competitor, the world will beat a path to his door," but I have always believed that if you let the world know about your mouse trap and where your door is, they will get to it a great sight sooner.

A well-planned advertising campaign will do just exactly that for you.

### A QUARANTINE BUGABOO LAID TO REST

Several delegates to the recent National Agricultural Conference in Washington handed me and others mailed me, mimeographed copies of a document entitled "Are Our Fruit and Grain Exports in Danger?", signed by John Kingdon Smith. We have been unable to secure any information as to the address or status of the author.

This document seems to be a phase of the now waning propaganda against Quarantine 37 started two years ago by a group of plant importers who wished to continue old-time unlimited importation of plants with all the old risks of entry of new plant pests. Quarantine 37 restricts the entry of foreign plants and seeds with the object of protecting the United States, so far as may be, from such entry of foreign plant pests and plant diseases.

Mr. Smith's chief fear seems to be that Europe will retaliate and cut off our grain and meat exports unless we open the door again to the practically unlimited entry of European plants. As supporting this contention he makes various statements which, on examination, prove to be for the most part, either diametrically wrong or at least distinct misrepresentations; for example, with respect to the restrictions on the entry of our plants into Europe, he alleges that Europe now gives an open door to our plants. The facts are that leading countries of Continental Europe began the prohibition of American plants in connection with Phylloxera some half a century ago and some twenty-five years ago made such prohibitions practically complete, following the general invasion of this country by the San Jose scale. During this latter period, many of the leading European countries—Holland, France, Germany, Austria, Switzerland, have been closed to the entry of living plants from America, and others—Belgium, Italy, Spain, Turkey, Russia—have been closed in lesser degree. Even Great Britain, Norway, and Sweden have restrictions against certain plants. Our fruits and fruit products, furthermore, get into some of these countries only under burdensome restrictions. These conditions still obtain, but no one has questioned the right and desirability of Europe to thus protect her own cultures.

By contrast, Quarantine 37 provides for the entry into the United States of vast quantities of plants from Europe and other parts of the world, and, in fact, makes provision for the entry of any plant whatsoever for which a real need in the interests of our horticulture or floriculture can be shown.

As a mere side-light on the amount of plant importations which are permitted from Europe under this quarantine, which is alleged to cut off such importations, it may be stated that no less than 6,000 open continuing

permits have been issued during the last two years for the introduction of certain important classes of plants and seeds, and the entry of these classes is not restricted in any way as to quantity. These permits cover nearly 90% of the bulbs hitherto imported, fruit and rose stocks, and all seeds of fruit, forest, and ornamental trees.

Certain other classes of plants and plant products are permitted free and unrestricted importation, i. e., no permit is required and no control is exercised under this quarantine. These include field, vegetable and flower seeds, and all fruits, vegetables, and cereals and other plants and plant products imported for medical, food, or manufacturing purposes.

Under Quarantine 37 all other classes of plants are permitted entry in any necessary quantity for any real horticultural or introduction need. These are the so-called "prohibited plants," but for the entry of such plants during the period of the quarantine since June 1, 1919, there have been issued 1,428 permits authorizing the entry of 29,347,609 plants! As an indication of the liberality of entry under these permits, there have been issued a total of 148 permits for the entry of new roses. These permits have authorized the entry of 57,742 rose plants and under these permits upwards of 41,000 rose plants have already been entered. These entries include to date 459 roses, nearly all new varieties, out of a total authorized entry of 1,148 different varieties of roses, again nearly all new. To a reasonable person it would seem that upwards of 400 new varieties of roses is a pretty sizable number to be introduced and assimilated in a period of a little over two years, especially in comparison with the lists recently published by the American Rose Society, indicating that only 146 new varieties of roses were originated in all the world in something over a twelve months' period, 1920-1921, and that 592 varieties represent the total number of new roses which have been originated in the United States from the very beginning of rose culture! It should be remembered that the rose is only one of many classes of plants which have thus been authorized entry under Quarantine 37.

To recapitulate, Quarantine 37 places no restrictions whatsoever on the importation from Europe of all fruits, vegetables, cereals, and other plant products for food, manufacturing, or medicinal purposes, or of field, vegetable, and flower seeds; provides for unlimited entry under open continuing permits of five important classes of plants and seeds, and makes provision for the entry under special permits of all other plants, for the purpose of keeping the country supplied with new varieties or any necessary propagating stock. These provisions cover all plants and seeds whatsoever for propagation or other uses and indicate the purpose of the Department under this quarantine to provide for the entry of any necessary or useful plant in quantities sufficient to meet all reasonable needs. In the meantime the gates of many European countries remain closed, as they long have been, to the entry of American plants.

The bugaboo of retaliation which Mr. Smith raises would seem to have very little basis and it is rather amusing that he should seize as an excuse for such retaliation the "take-all" disease of wheat, which has very limited foothold in the United States and is under strict



quarantine, but which is known to occur in Italy, France, Germany, Belgium, Great Britain, and Ireland.

As to returning to the old practically free entry of foreign plants, a test over a seven-year period was given to the possibility of safeguarding such plant importation by inspection and disinfection and this test indicated the absolute inadequacy and failure of this method of excluding new pests and forced the conclusion on this Department and on the plant experts of all of our States that the only safeguard for the future was the exclusion of all plant stock not absolutely essential to the agricultural, horticultural, and forestry needs of the United States. Quarantine 37 carries out this policy but makes as already indicated, very liberal provision for the entry of any necessary plant stock.

This propaganda of Mr. John Kingdon Smith is somewhat of the same order as that dealt with in a statement issued by this Board February 25, 1921. Inasmuch as you may be interested in this subject, I am enclosing a copy of this statement, which answers a lot of unfounded criticism of Quarantine 37.

C. L. MARLATT,

*Chairman, Federal Horticultural Board.*

#### Members Southern Nurserymen's Association—

This is the stock taking season. Business men of all kinds, take a few days after the holiday season is past and study stock on hand and business prospects. They want to know how it all turned out and if any profit was made, or if not, why.

Yes, Nurserymen fall in that class and they like to balance up books and accounts, just about this time and see what has been accomplished and take a view of the future. This is a very necessary thing to do, as men can not judge the future, except by the past. Hence necessary to study the past.

What did the nurseryman do the past two years? What has he accomplished and what course should he pursue? These are questions of very grave importance and must be considered carefully and thoughtfully.

Recent correspondence with many of the southern nurserymen show two or three outstanding facts. One is that sales have been about normal, or perhaps a little under normal. Another is that collections have been the poorest in a generation. Nearly every nurseryman has a good part of his profits tied up in bills receivable. Many of them feel like it was about all tied up that way.

These are facts that we should face. Too late now to change business, even if we wanted to. It takes years to get fully into the nursery business, and years to work out of it, after once well into it, so that is not the course. We just have to stare the facts in the face and try to see to it the business in future works out on a more satisfactory line.

There is a good demand for all the nursery stock grown in the south, up to date, and a demand from men who can pay and will pay their debts. Therefore no need to get excited and try to give away our goods. What then? The best plan is to grow conservatively and sell carefully. Sell to men who will pay their debts, or if you sell to any other, you see to it that you are in position to enforce payment.

Now sum it all up.—This is no time to increase the size of our business. This is no time to spread out or plunge. This is a time to hold our own and to plant carefully and conservatively, and above all to practice careful business in making sales. Do not let it be said of us a year hence, that our profits are mostly in past due accounts.

Yours very truly,

C. T. SMITH.

#### THE OFFICIAL CATALOGUE OF STANDARDIZED PLANT NAMES

This Official Catalogue of Standardized Plant Names is being published for the benefit and advantage of the American horticultural public at far below its actual cost, only the bare mechanical charges for paper printing and binding being included. The usual compilation cost and the regular publisher's profit are wholly absent. The work represents the labor for many months, extending over five years, of the sub-committee—Frederick Law Olmsted, Frederick V. Coville and Harlan P. Kelsey. This sub-committee has had the indispensable scientific help and complete office and compilation facilities of the Bureau of Plant Industry in the Department of Agriculture at Washington, together with the aid of many capable collaborators on various special subjects.

The Official Catalogue of Standardized Plant Names includes:

The approved SCIENTIFIC NAMES of plants in American commerce, and the SYNONYMS which have been most generally used for such approved names;

The approved COMMON NAMES of such plants where such names have been formulated, and important synonymous or unapproved common names;

Authoritative lists of VARIETY NAMES, in important classes, such as Rose, Iris, Peony, Dahlia, Lilac, Rhododendron, Chrysanthemum, Sweet Pea, etc.;

The approved variety names of FRUITS, according to the newly revised code of the American Pomological Society.

These important lists are included in the main alphabetical order, or where more than five pages long, in an appendix; such lists being either supplied by the various organizations devoted to the subjects treated, as the American Rose Society, the American Iris Society, or by a known authority.

#### SPECIAL PRE-PUBLICATION PRICE

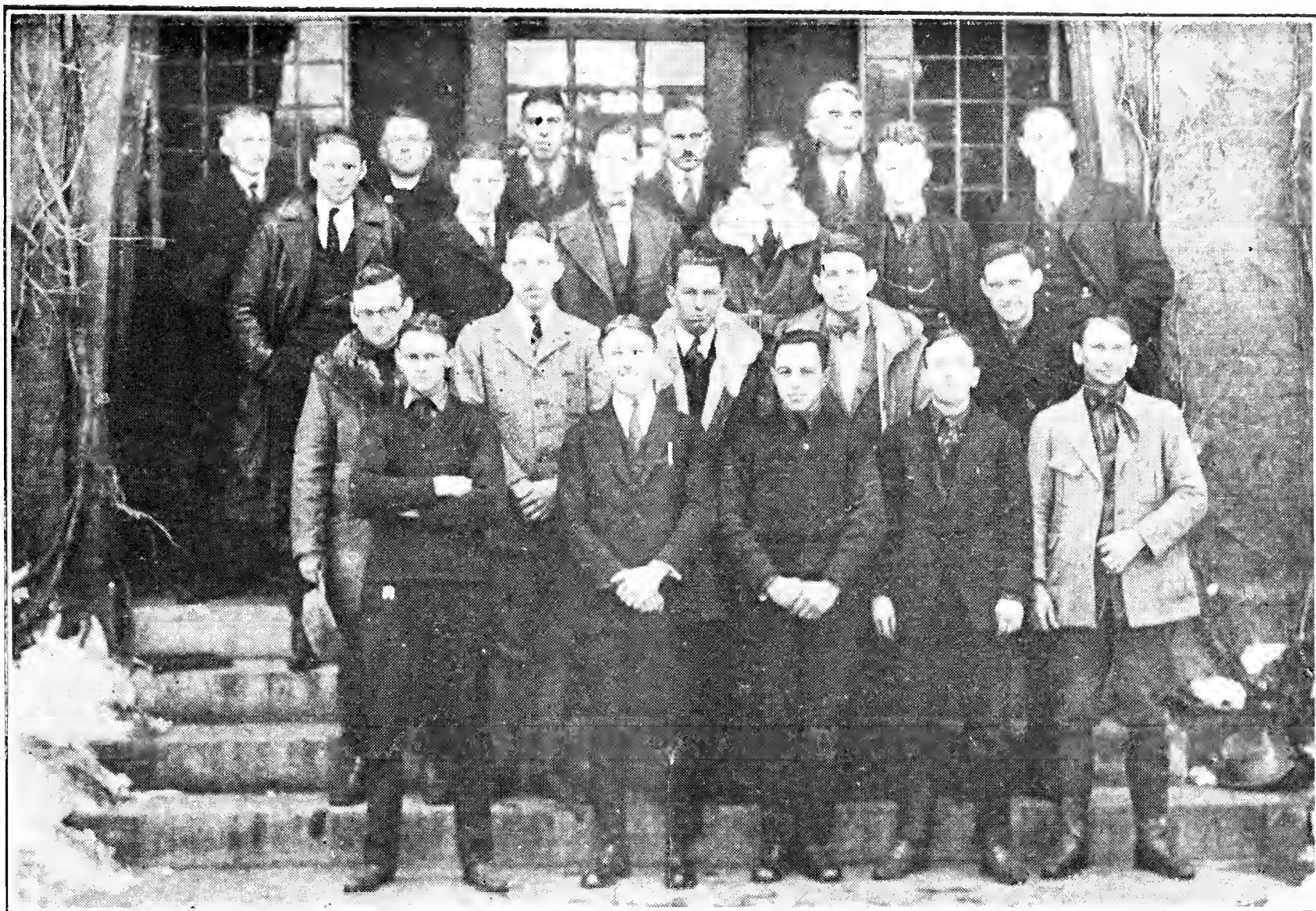
To those who send orders to the secretary prior to May 1, 1922, accompanied by remittance at \$3.50 per copy (\$3.75 west of the Mississippi River, in Canada and abroad), the Official Catalogue of Standardized Plant Names in the cloth-bound edition will be mailed prepaid promptly upon publication. Upon publication the price will be \$5 per copy. (The pre-publication price is primarily intended to give opportunity to members of supporting organizations to buy at a specially favorable rate.)

Note—Those interested in interleaved copies, or in flexibly bound copies for field use, are asked to communicate promptly with the Secretary, who will advise of additional cost upon determination; but the pre-publication price of \$3.50 will apply on account of each copy only if ordered prior to May 15, 1922.

Send order promptly. Address Harlan P. Kelsey, secretary, Salem, Mass.



## Photograph of Students Taking the Nursery Course at Massachusetts Agricultural College January 1922



*This List Reads From Left to Right Along the Top Row, Second Row, Third Row and Fourth Row.*

Harry V. Lawrence, nurseryman, Falmouth, Mass. Instructor in nursery practice.

David A. Josselyn, nurseryman, Weymouth Heights, Mass.

Walter F. Stranger, Cherry Hill Nurseries, West Newbury, Mass.

Prof. Roland W. Rogers, Instructor in Landscape Construction.

George P. Mullen, Wakefield, Mass.

Prof. Charles H. Thompson, Instructor in horticultural botany.

Victor Heurlin, Blue Hill Nurseries, So. Braintree, Mass.

Edward D. Kendall, Holden, Mass.

Russell Applegate, Rhineback Floral Co., Rhinebeck, N. Y.

Gilbert P. Grove, Framingham Nurseries, Framingham, Mass.

Geo. W. Goold, nurseryman and landscape gardener, Sussex N. B.

Benj. F. Glover, Arnold Arboretum, Jamaica Plain, Mass.

Park A. Beckley, Berryhill Nurseries, Harrisburg, Pa.

George Turner, Brae Burn Nursery, Newton, Mass.

Frederick Brown, Kelsey's Nurseries, Salem, Mass.

James Feronetti, Kelsey's Nurseries, East Boxford, Mass.

Earl R. Smiddy, American Forestry Co., Framingham, Mass.

John J. Bailer, J. W. Adams & Co., Springfield, Mass.

Russell S. Bray, American Forestry Co., Framingham, Mass.

Francis J. Bartley, Lawrence's Nurseries, Falmouth, Mass.

G. O. Beem, Pasadena, California.

### NURSERY COURSE

The regular weekly lecture before those taking the nursery course at Massachusetts Agricultural College was given this week by Professor Frank A. Waugh and was designed to summarize the course and give some friendly advice to the young men before leaving. The speaker pointed out certain important advantages enjoyed by eastern nurserymen and especially by those of New England. As a rule the nurseryman here is situated in close contact with his customers. This greatly reduces the cost of doing business and as it enables the nurseryman to maintain personal acquaintance with his clients he can retain the same customers year after year, which is a great advantage in stabilizing his business and reducing the cost of selling.

Under these circumstances the nurseryman delivers a considerable amount of personal service along with his nursery stock. In many cases this personal service is worth more than the stock itself, and this fact should be recognized both by nurseryman and client. This service should be charged for and paid for at a fair and uniform rate.

Professor Waugh developed further this idea of selling service to regular clients and said that this sort of work is often called landscape gardening, but should really be called horticultural service. It may include some of the elements of landscape gardening as well as the trade in nursery stock, but the essential idea is that of giving immediate and practical assistance to customers in their problems. There seem to be ample opportunities for the development of good business along these lines.

# The National Nurseryman

Established 1893 by C. L. YATES. Incorporated 1902  
Published monthly by

THE NATIONAL NURSERYMAN PUBLISHING CO., Inc.  
Hatboro, Pa.

Editor .....ERNEST HEMMING, Flourtown, Pa.

The leading trade journal issued for Growers and Dealers in  
Nursery Stocks of all kinds. It circulates throughout the  
United States, Canada and Europe.

AWARDED THE GRAND PRIZE AT PARIS EXPOSITION, 1900

## SUBSCRIPTION RATES

One Year in Advance .....\$1.50  
Foreign Subscriptions, in advance .....\$2.00  
Six Months .....\$1.00

Advertising rates will be sent upon application. Advertisements  
should reach this office by the 20th of the month previous to the  
date of issue.

Payment in advance required for foreign advertisements. Drafts  
on New York or postal orders, instead of checks, are requested by  
the Business Manager, Hatboro, Pa.

Correspondence from all points and articles of interest to nursery-  
men and horticulturists are cordially solicited.

Photographs and news notes of interest to nurserymen should be  
addressed, Editor, Flourtown, Pa., and should be mailed to arrive  
not later than the 25th of the month.

Entered as second-class matter June 22, 1916, at the post office at  
Hatboro, Pennsylvania, under the Act of March 3, 1879.

Hatboro, Pa., April 1922

**THE** Judging from correspondence recently  
**TRADEMARK** made public between Secretary Herbert  
Hoover, as chief of the Department of  
Commerce, and the Hon. Harry M. Daugherty, Attorney  
General of the United States, relative to the use of a  
trademark by trade associations, the American Associa-  
tion of Nurserymen is to be congratulated on its decision  
to discontinue the use of the one that was adopted.

It took courage for the Association to drop the trade  
mark when by doing so its action was likely to be con-  
strued as an admission that they were unable to guar-  
antee the trustworthiness of their products. Events,  
however, are proving it was the proper thing to do as  
its use was a dangerous thing for the members of the  
Association; besides putting members of the Association  
in a false position, its use, according to the Attorney Gen-  
eral, would have been against the spirit of the law.

To quote the Attorney General:

"I can see no objection to co-operative advertising designed  
to extend the markets of the particular article produced or  
handled by the members of an association, but when the several  
producers or dealers use uniform trade labels, designs and trade-  
marks it seems to me the inevitable result would be a uniformity  
of price. Where two competing articles are advertised in pre-  
cisely the same way and bear exactly the same label or trade-  
mark, it certainly would be difficult for one to be sold at a  
higher price than the other, although its quality may be superior.  
In a way this is illustrated in the cement industry. There a  
standard of quality has been adopted. That is, it is necessary  
for all cement to comply with a certain standard, but in prac-  
tice no manufacturer undertakes to make, or at least no one  
advertises that he does make, a grade of cement superior to  
that standard. The result is that there is no competition in  
the sale of cement so far as quality is concerned. It seems to  
me, therefore, that it would be well to eliminate the latter  
clause in paragraph six, to wit, and may the associations engage  
in such form of promotion by furnishing trade labels, designs  
and trademarks for the use of its individual members."

**A GREAT WORK** The Official Catalog of Standardized  
**COMPLETED** Plant Names is completed and about  
ready for distribution. The prospec-  
tus is out showing the plan upon which it is compiled.

It has been said that "a committee is a body of men ap-

pointed to do something that one man could do much  
better."

However true this may be, The American Joint Com-  
mittee on Horticultural Nomenclature have proven an ex-  
ception to the rule.

All of us who have had to do with plant names have  
a glimmering idea of what J. Horace McFarland, chair-  
man, and Harlan P. Kelsey, secretary, and their associ-  
ates on the committee have been "up against," but what  
they really have accomplished will slowly be revealed to  
us and the generations to follow.

It will prove a long stride towards bringing the science  
or organized knowledge of plants into commerce and  
every day use.

The great scientist, Charles Darwin, recognized the  
necessity of such a work to bring order out of the chaos  
of botanical nomenclature for scientific reasons and left  
his fortune to compile the Index Kewensis.

The American Joint Committee on Horticultural No-  
menclature has now done the same thing for the com-  
mercial world and all those who are interested in plants.

It has earned the lasting gratitude of the nursery and  
allied trades.

## AS I SEE IT

By M. T. NUTT

At different meetings and other gatherings of nursery-  
men, the question of preventing surpluses, by restricting  
plantings under "gentlemen's agreements," or otherwise,  
is coming to be a general topic of conversation. It sounds  
fine and the theory is good and doubtless, if conscien-  
tiously and honestly carried out by all those "coming in"  
would prevent surplus production and the waste of much  
good stock, or what is worse, its sale at prices less than  
cost of production, but——

I quote from a recent editorial in the Saturday Even-  
ing Post, anent the cotton situation in the South.

"Last spring cotton growers resolved collectively to  
reduce acreage. Nearly half a crop of old cotton lay in  
warehouses, covered with frozen credits. European con-  
sumption during the next year was forecast as low. Do-  
mestic utilization could not be expected to rise greatly.  
The policy was supported by the banks. Why pile up  
more cotton in credit warehouses?"

"The crop-estimating bureau of the National Govern-  
ment took the movement at its face value largely, made  
surveys of conditions and issued forecasts of a very low  
crop of cotton. When the bolls came to the gin the yield  
was found to be much larger than forecast. The antici-  
pated reduction of acreage—a quarter—was not realized.  
Apparently growers did not reduce acreage to the extent  
agreed upon; half of the amount supposed to lapse was  
planted."

To hold plantings of nursery stock to a point where it  
would all be assimilated at a fair price would indeed be  
an ideal condition, but who is to be the arbiter of what  
percentage each nurseryman is to plant, and will each  
nurseryman then obey the "suggestions" or will the ex-  
perience be the same as was the case in this year's cot-  
ton crop?



## IOWA NURSERYMEN'S ASSOCIATION

The Iowa Nurserymen's Association is just being organized into a strong organization for the purpose of promoting "Plant a Tree" movement in the State of Iowa. The idea is not only to promote planting but to help those interested in planting to secure hardy and desirable varieties of fruit trees and shrubs suitable to their locality.

A membership campaign is soon to be launched and it is hoped that every legitimate nurseryman in the state will join the association.

The 1922 officers of the Iowa Nurserymen's Association are: President, Earl Ferris, Hampton, Iowa; vice president, H. L. Merkel, Capital City Nurseries, Des Moines, Iowa; secretary-treasurer, R. S. Herrick, State House, Des Moines, Iowa. The Membership Committee consists of Mr. E. S. Welch, president of the Mt. Arbor Nurseries, Shenandoah, Iowa; Mr. Earl Ferris, of Hampton, and Mr. H. L. Merkel of Des Moines.

The Iowa Nurserymen's Association is affiliated with the Iowa State Horticultural Society.

## HARDY FERNS

It is strange some enterprising nurseryman or grower has not made a specialty of growing hardy native ferns. There is always a demand which could be very much enlarged if they were advertised and exploited half as much as some much less worthy plants are. It is true a number of nurseries offer a brief list in their catalogues but the demand is chiefly supplied from collected stock, which to say the least is uncertain and as a rule very poor stock. A nurseryman is hardly deserving of the name if he depends on plants growing wild in the woods and fields for his stock in trade.

What is needed in the trade is a good grower to take hold of our native ferns and see what he can do in the way of producing them in a wholesale way. With the right location and equipment they would be very easy to grow and could be produced in quantity at a much less cost than it takes to collect them.

The essentials would be a location where there is an acid soil such as is common where the Rhododendron, Azaleas and Huckleberries grow wild, water, frames that could be shaded and a greenhouse that could be kept above freezing, these with a supply of pots, pans and patience should ensure success.

The greenhouse would be necessary as the sowing of the spores should be in winter and early spring, and the young "seedling" plants could be handled so much better than out of door where it is not so easy to control temperature and moisture.

It would be hard to find a group of plants so deserving of attention that have been so completely neglected by the commercial grower and one which has such big possibilities.

The plants are general favorites with everyone. Even the small town loafer, who only works when he has to, knows they have a ready sale and can always make a few dollars by going to the woods, collecting a few ferns and peddling them around to the people with gardens.

There are few yards, even city ones, in which there is not a corner in which ferns would grow, and often where nothing else will, to say nothing of their decorative qualities in competition with other plants.

To handle them right and in sufficient quantity to supply to the trade or to advertise them broadly to the consumer, they should be made a specialty of as they are a group of plants that do not lend themselves to the routine of a nursery.

## THE ANNUAL BEARING ORCHARD

W. D. HURD

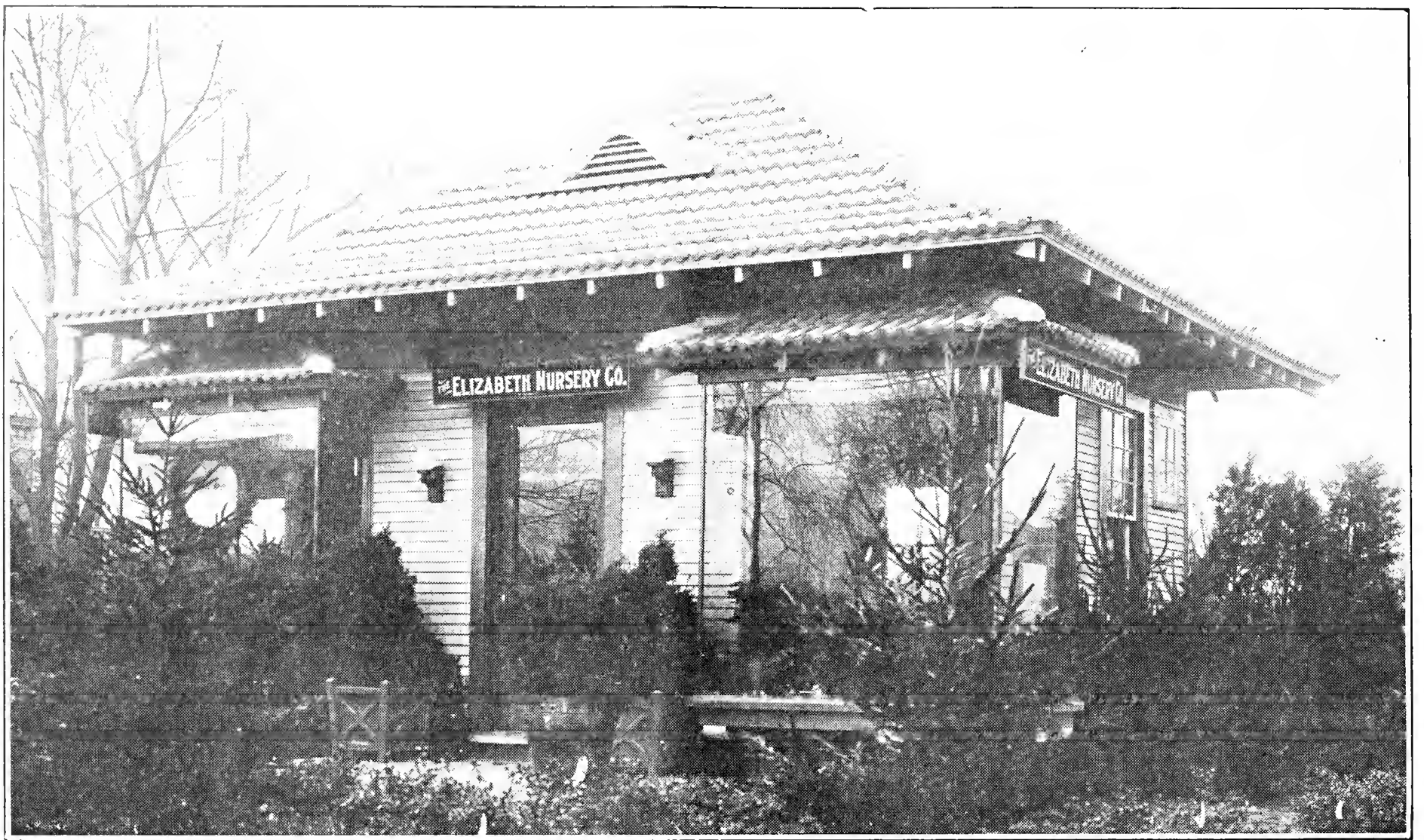
Occasionally we read arguments against the planting of more fruit trees, which are based on the fear that there will be an over-production of the standard fruits. A study of actual conditions cannot but lead to the opposite conclusion. Go where you may in regions adapted to the production of apples and peaches especially, and you will find a large number of bearing orchards falling rapidly into decay and thousands of young trees dying from neglect and the want of proper care.

The last census states that from 1909 to 1919 there was a decrease of 36,057,811, or 23.8 per cent. of the total number of apple trees of bearing age. The decrease in non-bearing trees was 29,620,244, or 45 per cent. of the total. In the case of peaches there was a decrease of 30.5 per cent. in trees of bearing age and of 48.8 per cent. in non-bearing trees. The facts are, then, that new plantings are not sufficient to take care of the mortality.

These heavy losses are due largely to general neglect, failure to protect trees against San Jose scale and the ravages of other insects, fungus diseases, the attacks of small animals and starvation. Then there is the question of proper feeding. It is doubtful if farmers and fruit growers, generally, understand just what the feeding requirements of the fruit tree are. In making trees, foliage and fruit, an apple orchard, in 20 years will extract as much plant food from the soil as will 20 average crops of wheat. Few farmers would attempt to raise twenty successive crops of wheat on the same land without employing rotations and animal manures, green manures or commercial fertilizers. Yet the average orchard must make good unaided or pass into the discard. Young trees are often set out in sod and then left to shift for themselves. Few of them ever live to reach the bearing age.

No other crop responds so quickly or so perceptibly to care and especially to fertilization as does an orchard. Several of the experiment stations have been able to determine that fruit bud formation can be definitely increased by an application of quickly available nitrogen at the proper time in the spring. Our leading horticulturists discountenance the theory of biennial bearing and hold that an orchard which is properly fed can and will bear annually.

The definite trend toward decreased acreage in fruit calls for larger plantings of our leading fruits and better care and management of these plantings.



*Attractive Looking Office of the Elizabeth Nursery Co., Elizabeth, New Jersey*

## A STUDY OF THE CONTROL OF CROWN GALL ON APPLE GRAFTS IN THE NURSERY

*By I. W. Melhus and T. J. Maney*

Research Bulletin No. 69 sent out by the Agricultural Experiment Station, Ames, Iowa, gives the following summary of its investigations in relation to the control of crown gall on apple grafts in the nursery:

### CONCLUSIONS

The following tentative conclusions seem justifiable from the experiments recorded.

The infection of apple grafts is readily accomplished by dipping the grafts just before planting in a viable bouillon culture of *Bacterium tumefaciens*. The majority of the galls occur at the union. The stock is less liable to become infected than the scion.

Apple grafts were apparently equally susceptible to the crown gall organism where the callous was normal, excessive or slight.

Well made and poorly made grafts showed little difference in the amount of crown gall that developed.

Using an unusually large amount of string over the union of the grafts leads to girdling and excessive callousing of the trees, which seems to facilitate crown gall infection. Cloth applied over the union as a wrapper, either with or without string, decreases the amount of crown gall.

Scion wood cut from trees infected with crown gall at

the union did not show any increased amount of crown gall.

Hairy root seedlings, when used as stock, did not transmit hairy root to the scion, but the stock portion of the graft remained infected in the majority of cases.

Most of the crown gall infection takes place the first year on the grafts, during the formation of the callous, at the union.

Surface disinfection with formaldehyde (.16 percent) copper sulfate (.25 percent) and mercuric chloride (.1 percent), were seriously injurious to callousing of apple grafts. Fungicides which go into solution slowly, such as lead arsenate and bordeaux mixture, have a much less injurious effect on the callousing process.

A strong bordeaux mixture (25-25-50) decreases the stand, tends to have a preserving action on the string and reduces the amount of crown gall.

Resin sticker added to bordeaux mixture increases its toxic action and reduces the stand. The addition of lead arsenate or soaps to bordeaux mixture does not increase its toxic action on the grafts, but rather increases its adhesiveness and its fungicidal efficiency.

More dilute bordeaux mixtures did not reduce the stand and proved nearly as beneficial in reducing crown gall as the stronger mixtures. The use of bordeaux mixture (8-8-50), with or without lead arsenate, reduced the percentage of crown gall about 66 percent over the checks, and nearly 50 percent over the mean percent of crown gall in all the checks in the Wealthy variety.



**J. H. SKINNER & CO.**

Topeka Kansas.

We offer Apple trees, Peach trees,  
Plum on Peach

**KIEFFER PEAR**

2 years, an unusually fine lot

**RHUBARB, MYATT'S LINNAEUS**

Divided roots. This is the true Myatt's Linnaeus, far  
superior to seedling stock.

**APPLE SEEDLINGS****JAPAN PEAR SEEDLINGS****FOREST TREE SEEDLINGS (1 Year)**

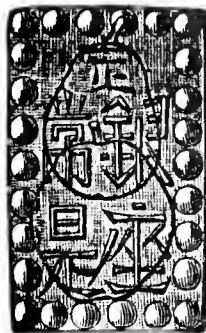
American White Elm  
Black Locust  
Honey Locust

**SHADE TREES**

A fine lot of Elm, Soft Maple and Ash

**SPIREA VAN HOUTTI**

One year, for transplanting  
Also 2 to 3 ft., and 3 to 4 ft. stock.

**PEACH****PEAR****PRIVET****ROSES****SHRUBS**

*In STORAGE in ST. LOUIS, MO., and in  
ROCHESTER, N. Y.*

Also Small Quantities Still Left in Our  
Storage Houses in Huntsville, Ala.

*Ask for list if you haven't received it.*

**THE HUNTSVILLE WHOLESALE NURSERIES, INC.,**  
HUNTSVILLE, ALA.

**A**  
**Complete Assortment**  
of  
**NURSERY STOCK**

Apple, Peach, Pear, Plum  
Cherry and Quince  
Small Fruits  
Ornamental Trees Shrubs  
Evergreens  
Paeonies Perennials  
Roses

**W. & T. SMITH COMPANY**  
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77 Years

1000 Acres

Write for special prices

**A Complete**  
**Variety of**  
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Norway and American Elm  
fine stock in car load lots or less



**C. M. Hobbs & Son**  
**BRIDGEPORT - - Indiana**

## UNITED STATES CIVIL SERVICE EXAMINATIONS

The United States Civil Service Commission announces open competitive examinations for the positions listed below. Vacancies in the Department of Agriculture, for duty in Washington, D. C., or in the field, at the salaries indicated below, and in positions requiring similar qualifications, at these or higher or lower salaries, will be filled from these examinations, unless it is found in the interest of the service to fill any vacancy by reinstatement, transfer or promotion:

Junior Agronomist, Junior Animal Husbandman, Junior Dairy Husbandman, Junior Dairy Manufacturing Specialist, Junior in Home Economics, Junior Horticulturist, Junior Landscape Architect, Junior Plant Breeder, Junior Plant Pathologist, Junior Plant Physiologist, Junior Pomologist, Junior Poultry Husbandman, Junior Seed Botanist, Junior Soil Scientist. (Formerly Scientific Assistant examination.) Receipt of applications to close April 18, 1922.

**Salary**—The usual entrance salaries for these positions range from \$1320 to \$1620 a year, but persons showing in their examinations that they are unusually qualified are occasionally appointed at higher salaries, not to exceed \$1860 a year. Certification to vacancies paying more than \$1620 a year will be made only from those attaining the highest average percentages in the examinations.

**Bonus**—Appointees whose services are satisfactory may be allowed the increase granted by Congress of \$20 a month.

**Citizenship and sex**—All citizens of the United States who meet the requirements, both men and women, may enter these examinations; appointing officers, however, have the legal right to specify the sex desired in requesting certification of eligibles.

**Subjects and weights**—Competitors will be rated on the following subjects, which will have the relative weights indicated:

## OFFICIAL CLASSIFICATION OF NURSERY STOCK

March 23, 1922.

For the last two or three months the writer has had up with the Official Classification Committee the question of certain changes and additions in ratings of nursery stock and today have been advised that the following changes have been adopted.

Nursery and florists' stock, other than cut decorative evergreens—see note. Prepaid. Other than Citrus and other than cranberry vines or strawberry plants:

**Dormant**—Roots in tubs or boxes, tops protected by crating, L. C. L., DI. (new rating). In crates, L. C. L., 2nd. Class (was 1½ times 1st. Class).

**Not dormant**—Same as above.

**Plants or vines**—N. O. I. B. N.:—In baskets with solid or slatted covers, L. C. L., double 1st. Class. (new rating). Carloads, 2nd. Class. (new rating).

**Shrubs**—In bundles completely wrapped, L. C. L. 1st. Class. (new rating). In boxes with slatted covers. In barrels or boxes, L. C. L., 2nd. Class (new rating).

**Trees**—Not dormant in bundles, completely wrapped, L. C. L., 1st. Class (new rating). In boxes with slatted covers or in crates L. C. L., 1st. Class (new rating). In barrels or boxes L. C. L., 2nd. Class. (new rating).

The above are all to the advantage of the nurserymen as some of the rates have been reduced and others allow

shipments in certain packages not heretofore listed, which also will show a lower rate.

Truly,

CHAS. SIZEMORE,  
Secretary and Traffic Manager.

## NURSERY SALESMEN

Moon's Nurseries, Morrisville, Pa., is sending out a series of Bulletins at intervals.

Each bulletin talks one thing only. No. 1 deals with beeches, No. 2 flowering Dogwoods and so on.

There is almost human intelligence in a salesman that presents one attractive thing at a time and does not confuse his prospect with a smother of offers.

He is such a refined salesman. One might describe him as wearing a boiled shirt. He quotes homemade poetry, too.

From D. M. Andrews, Rockmont Nursery, Boulder, Col., comes a salesman who appeals exclusively to the botanist and plant lover. Unless the parties on whom he calls already have a deep interest in plants, he is not likely to interest them. But to those who are adding to their collections and are interested in plants of the Rocky Mountain region he should receive a warm welcome.

Judging from his representative Mr. Andrews is pioneering in plants.

The salesman from Jackson & Perkins, Newark, New York, drops in on his frequent trips calling on the trade.

He always has an interesting lot of stock to talk about and tells the quantity he can supply in the various grades as well as the price.

Among other things he offers a big line of roses including standards. Also flowering crabs and named lilaes.

If we are not mistaken he used to offer large flowering clematis but he is silent about them now.

Salesmen give much thought as to the best time to call. The best time is just when the prospect begins to think he needs something. This is liable to be any time, but for the salesman of plants of trees, just ahead of the planting season is likely to be the most favorable.

An extremely well dressed and high class salesman came through the mails the other day from The Elm City Nursery Co., Woodmont Nurseries Inc., New Haven

## BLISTER RUST QUARANTINE EXTENDED TO COVER STATE OF WASHINGTON

By an order of Secretary of Agriculture Wallace, effective March 15, the Federal quarantine to protect the white pine forests of the West against the further spread of the blister rust has been extended to include the State of Washington. In view of the State quarantine, which became effective March 1, the Federal restrictions will apply to the interstate shipment of white pines, currant and gooseberry plants from the infested areas of the State only.

When writing to Advertisers please mention the National Nurseryman.

Conn. The dual names may be a business necessity, but they don't help the customer and are apt to confuse him. Apart from this nothing else is likely to confuse him, for this particular salesman presents his goods and service in a simple, convincing and interesting manner.

We congratulate the Elm City Nursery Co. in having a "perfect gentleman" represent them.

#### NEW EUROPEAN DISEASE THREATENS AMERICAN BEE KEEPING

The beekeeping industry of the United States and Canada is in great danger of extermination by a new and uncontrollable disease known as "Isle of Wight Disease," affecting adult bees in Great Britain and the mainland of Europe, because the importation of adult bees from Europe, as at present carried on, constitutes a great menace to the millions of dollars invested in the beekeeping industry in North and South America.

Beekeepers who are primarily interested in the business, and fruitgrowers whose crops are partly dependent on the bees, are now aroused by this new menace, and are urging the prohibition by Federal law of further importations of adult bees from Europe.

This curious disease, causing a paralysis of the adult bees, is pronounced by European experts to be practically uncontrollable by any known means. A large proportion of the apiaries of England are already destroyed, and last summer this scourge had appeared in France, and doubtless will be rapidly scattered throughout Europe, since means of control are unknown.

That the Isle of Wight disease is not now established in the United States is reasonably assured as the result of more than three hundred examinations of bees from 39 states, by J. B. Moorman and A. P. Sturtevant of the U. S. Bureau of Entomology, Beekeeping Division.

The outstanding symptoms of this new disease are partial or complete paralysis of the adult bees, and a rapid loss in numbers of bees and colonies.

A tiny mite, *Acarapis woodi*, was recently determined as the causative agent of Isle of Wight disease. These mites crawl into the breathing spiracles and tubes of the adult bee, where they multiply, and soon interfere with the oxygen supply, causing paralysis and helplessness.

Realizing that no control for this disease is known, and consequently the danger to American beekeeping, a conference was called recently by Dr. E. F. Phillips, Government Apiarist in Washington, D. C., to consider the advisability of prohibiting by Federal law further importation of adult bees from Europe. Experts from various states and Canada unanimously favored such action, and the undersigned committee was appointed to consider and urge the adoption of such laws.

There is no need for further importation of honey bees from Europe, because we have now better stocks in America than the average individual is likely to secure from Europe on order. Many beekeepers have been greatly disappointed in recent shipments of queen bees from Europe, and do not wish to attempt further importations.

All beekeepers are urged by experts and amateurs to refrain from European importation of bees, on account of this great danger to American beekeeping. In the

meantime, we may secure passage of a Federal bill to legally protect the industry in America from invasion by this new pest.

Signed by Committee:

Prof. J. G. Sanders, Director, Bureau of Plant Industry, Harrisburg, Pa.

Prof. E. G. Carr, State Apiary Inspector, Trenton, New Jersey.

Prof. F. Eric Millen, College of Agriculture, Guelph, Canada.

#### THE ILLINOIS STATE NURSERYMEN'S ASSOCIATION

The Illinois State Nurserymen's Association is undertaking to put over the slogan, "Plan to Plant Another Tree." It is securing the co-operation and help of other organizations in the State. Leaflets are being distributed instructing what to plant, how to plant, how to care for plants, cultivation, trimming, pruning and giving all kinds of information that will be likely to arouse the interest of the public in growing things. The movement was expected to culminate the week of March 12 to 19. The movement is expected to be cumulative and expand and gain in momentum each succeeding planting season. Florists and nurserymen are to aid by using the slogan on their mail and the press is being asked to help in every way possible to push the good work along.

Mr. J. A. Young, secretary of the Illinois State Nurserymen's Association, Aurora, Ill., kindly sent the following poem which was written under the inspiration of the movement:

##### PLAN TO PLANT ANOTHER TREE

We plan our homes, our churches, schools,  
Our boulevards, our parks and pools;  
We plan our music, songs and books,  
Our gardens and our engle nooks;  
We plan our children's hours so they  
May have some sunshine every day;  
We plan our lives and with a sigh  
Cease planning only when we die.  
But all through life how seldom we  
Plan to plant another tree.

So plant a tree and watch it grow,  
Through it some of your blood may flow;  
It may become a safe retreat  
That friends will seek with eager feet,  
And 'neath its shade in cool content  
Bless it—your living monument,  
A tree that sings a lullaby  
To every pilgrim passing by  
And reaches out a friendly limb,  
As if to shade and shelter him.  
Selfish—selfish indeed is he  
Who never plans to plant a tree.

A tree, a shady, sheltering tree,  
Is like a living prayer to me.  
A prayer that grace and comfort lends  
To mortal men e'er it ascends  
In thankfulness to bless the hand  
That planting it, both worked and planned.  
"A tree whose thirsty mouth is prest  
Against the earth's sweet flowing breast;  
A tree that looks at God all day,  
And lifts its leafy hands to pray;  
Poems are made by fools like me,  
But only God can make a tree."

T. H. KENDALL,  
Aurora, Illinois.



PEARS, Standard and Dwarf.

RASPBERRIES, Plum Farmer, transplanted.

NORWAY and SUGAR MAPLE, Sizes 1½ to 2½ in.

SUGAR MAPLE, 5 to 7 feet, once transplanted, for lining out.

EUROPEAN SYCAMORE—Several fine blocks.

PIN OAK and RED OAK—Sizes 6 to 12 feet.



### EVERGREENS

RETINOSPORA Pieifera Aurea, Plumosa and Squarrosa. Sizes up to four feet.

NORWAY SPRUCE—Sizes up to 6 feet.

AMERICAN ARBOR VITAE—Fine block 3 to 5 ft.

*Good supply of many leading varieties of shrubs.*

**W. B. COLE**

Painesville, - - - Ohio.

# RAFFIA

Dependable Brands

RED STAR XX SUPERIOR  
AA WEST COAST ARROW

Bale Lots or Less

## LILY BULBS

AURATUM RUBRUM  
MAGNIFICUM GIGANTEUM

All Hardy Varieties in Case Lots, 8-9", 200 per Case; 9-11", 150 Per Case

## BAMBOO CANES

NATURAL, 5-12 ft. Japanese or Domestic  
DYED GREEN in 18" to 3½ ft. sizes

Bale Lots Only

FRENCH FRUIT and ROSE STOCKS  
PALM SEEDS

*Write for Prices, Specifically Stating Your Requirements*

**McHUTCHISON & CO.**

95 Chambers Street New York City

## L. R. TAYLOR & SONS

Topeka, - - - Kansas

**FOR FALL 1921**

**A Fine Lot of  
APPLE SEEDLINGS  
FRENCH PEAR SEEDLINGS**

—ALSO—

**Apple Trees**

**Peach Trees**

**Pear Trees**

**Cherry Trees**

**Forest Trees**

**Grape Vines**

## SURPLUS

PEACH, first class, in good assortment.

CHERRIES, first class, sweet and sour varieties.

PEARS, first class, and extra size, in good assortment.

GRAPE VINES, 2-year and 3-year, in good assortment.

ENGLISH BEECH, WHITE DOGWOODS,

AMERICAN, ENGLISH AND SILVER LINDENS,

NORWAY AND SILVER MAPLES,

RED OAKS, PIN OAKS, SALISBURIES,

LOMBARDY POPLAR, in assortment of sizes,

AMPELOPSIS VEITCHII, 18 to 24-in. and 2 to 3-ft.

CALIFORNIA PRIVET, 12 to 18-in., 18 to 24-in. and 2 to 3-ft.

HYDRANGEA P. G., 18 to 24-in.

BERBERIS THUNBERGII, 12 to 18-in.

**The Rakestraw-Pyle Company**  
Kennett Square, Pa.

### DIGGING AND PACKING

Mr. W. E. Campbell, President of the Elm City Nurseries, New Haven, Conn., spoke before the course in nursery practice at Massachusetts Agricultural College on February 28th giving a lecture and demonstration on the digging and packing of nursery stock. He said it is necessary to give protection to the roots of nursery stock from the moment the plants are dug until they are fully packed, and in fact until they are transplanted into their permanent positions. It is important to take special precaution that roots are not skinned or bruised and that patches of bark are not torn off the trees. Many times a fine specimen which has taken 12 or 15 years to grow is ruined by carelessness in handling.

Evergreens are harder to transplant than deciduous trees and shrubs and should be usually handled with balls of earth. In digging evergreens it is desirable to dig away from the plant. Large trees should be burlapped and the burlap must be put on very tight.

It is usually undesirable to prune trees and shrubs when they are being packed, as the customer prefers to do his own pruning. However, it is essential that most stock should be pruned before it is planted.

For packing Mr. Campbell recommended rye straw where it can be used, also sphagnum moss and shingle tow. He estimates that the average cost of packing on retail orders is 7% of the value of the stock. He then demonstrated all methods of packing, from small mail orders to car lots. Parcel post and express were recommended as the best methods of shipment.

February 25, 1922.

National Nurserymen:

Secretary Hoover recently asked the Attorney-General for his informal opinion on certain questions relating to the activities of trade associations and one of the questions was:

"6. May a trade association, in cooperation with its members, engage in cooperative advertising for the promotion of trade of the members of that association engaged in the particular industry; and may the association engage in such form of promotion by furnishing trade labels, designs, and trademarks for the use of its individual members?"

The Attorney-General replies:

"I have serious doubts about the advisability of the latter part of the sixth paragraph. I can see no objection to cooperative advertising designed to extend the markets of the particular article produced or handled by the members of an association but when the several producers or dealers use uniform trade labels, designs and trademarks, it seems to me that the inevitable result would be a uniformity of price. Where two competing articles are advertised in precisely the same way and bear exactly the same label or trademark, it certainly would be difficult for one to be sold at a higher price than the other, although its quality may be superior."

Note the last part of Secretary Hoover's question: 'May the association furnish trade marks for the use of its individual members?' And note the objection of the Attorney-General. While it does not exactly fit our experience with the "trustworthy" trademark, it does im-

ply, as some of us have claimed, that the public would be deceived by such uniform trademark.

In our case there is no uniformity as to price, but the trademark does lead the public to believe that there is uniformity in quality. It looks like another good reason for discontinuing its use.

(Signed) CENSOR.

### THE AGRICULTURAL CONFERENCE AT WASHINGTON

It was not to be expected that any definite results in the way of accomplishment could be reported from the Agricultural Conference held at Washington last month.

It is, however, a cause for gratification to know the interests of the nurserymen were ably presented by Mr. J. Edward Moon, who was appointed by Michael R. Cashman, president of the American Association of Nurserymen, to represent that body.

The conference was made up of a group of men unknown to each other and drawn from all corners of the United States, to do a big job. Quick organization and familiarity with the correct procedure was necessary, in other words a representative "must know the ropes," otherwise his presence would be ineffective.

The organization arrangements effected by the Department of Agriculture were highly desirable and expedited the work considerably although it may have given the impression to some that everything was cut and dried and under the control of "the powers above."

In representing the nurseryman Mr. Moon took for his guide the outline of legislation to be sought by nurserymen, as approved in the 1920 convention.

He said:

"Among the measures desired was some form of indemnity that will compensate nurserymen when their plants shall be destroyed by officials to arrest the spread of insect pests or disease, or when their plants shall be denied a market for the same reasons. There was a committee of the conference on Credits and Insurance, that included many prominent bankers of note. It seemed to me this committee was the place to make this request, so I secured an appointment with a sub-committee, and went with Mr. McHutchison to present our case.

"We found that the committee was drafting a report of recommendations, looking toward an insurance to compensate farmers when their crops were lost from drought, hail and other elements. We succeeded in interesting this Committee sufficiently to have their recommendations broadened, so that nursery stock injured by hail could come within the hail provisions on the report, and then they did widen, at our request, the report sufficiently to recognize the hazard that exists in a loss from pests, disease and quarantines. The recommendations of this committee were subsequently approved by the Conference, and will be found in the published proceedings. The securing of these additions to this report was the most outstanding single accomplishment of your representative.

"As the matter now stands, the subject is merely contained in recommendations. Our association should continue back of the recommendations, by appearing before the Agriculture Committee of Congress at the proper time, to see what can be done towards securing the legislation necessary.

"The Committee on Crop Reports and Statistics seemed to be one section of the Conference into which we might inject our desire for crop reports of nursery stock. I was not as successful as in the other committee, but do feel that the report brought in by the committee on Crop Reports and Statistics was so enthusiastic in its desires for additional statistics on all kinds of agriculture, that we stand a better show as a result of that report to secure the crop reports that we want, than at any time. Members will recall that for two years our request for these crop reports have been contained in an item of the budget of the Dept. of Agriculture, and that the committee of the House

## FALL 1922 SEEDLINGS

Seeds are practically all in now and we expect to have a full line of Apple, Pear, Myrobolan, Mahaleb and Mazzard seedlings for next season's planting.

The many flattering comments we have received on our *THOROUGHLY MATURED*, well-rooted and well-graded seedlings this year further convinces us that our soil, climate, sunshine and "know-how" make a very effective combination.

Send us a list of your probable seedling needs for next season.

**WASHINGTON NURSERY CO.**

Toppenish, Wash.

### GREEN ASH, Terms: Cash with Order Packing Free

*Fraxinus viridis lanceolata*

3-4 feet

6-8 feet

4-6 feet

8-10 feet

*Rose flowering Japan Cherries*—4-20 feet

*Weeping Japan Cherries* (pyramids)—4-8 feet

*Weeping Japan Cherries* (standards)—2 to 4 years.

*Norway Maples* (Seedlings), 3 to 8 ft., with splendid root system.

**THE GARDEN NURSERIES**

A. E. WOHLERT

Montgomery Ave., NARBERTH, PA.

### COMMERCIAL NURSERY CO.

*GROWERS OF HIGH-GRADE NURSERY STOCK*

We specialize in June Bud Peach and will have a good supply of general nursery stock ready for Fall trade. Grown at our nursery, Decherd, Tenn.

We offer from our branch nursery, Monticello, Fla., good selection of Budded and Grafted Pecans, Japan Persimmon, Fig, Mulberry. Write us.

**Decherd, Tennessee**

## SPECIALS

We find we will have considerable more of the following stock than we will need for our Retail Trade the coming Spring:

**BERBERIS THUNBERGII.** Fine, bushy stock, 1½-2 ft., and 2-2½ ft.

**CALIFORNIA PRIVET,** 2-yr., cut-back, extra fine, 2-3 ft., 4-10 branches, 2-3 ft., 10-20 branches.

**NORWAY MAPLES.** Extra fine, straight and well-rooted; 10-12 ft., 1½-1¾, 1¾-2, 2-2½ and 2½-3 inch caliper.

Also Shellbarks, Beech American, English and grafted varieties, Fern-leaved, River's Purple-leaved and Weeping. Maple Red and Sugar, Oaks, Lombardy Poplars, Clematis Panicleata.

**EVERGREENS.** Biota Aurea Nana, Compacta, Conica Densa, Globosa, Box Pyramidal, Fir Nordman's Retinosporas, Spruce, Hemlock, etc.

*Write Us for What You Want*

**Hoopes, Bro. & Thomas Company**

West Chester, Penna.

Established 1853.

## NURSERY SPADES

**EXTRA LONG STRAPS**

and

**REINFORCED AT  
BEND OF HANDLE**

also where

**STRAP IS WELDED  
TO BLADE**

*Made in Either Square  
or Round Point*

**T. ROWLAND'S SONS, INC.**

Cheltenham -:- Penna.

on Agriculture has denied the appropriation. Because of the fact that we have already sought the statistics, it seems to me we are in light of the Conference report in a better position to secure them than formerly.

"There were from 1200 to 1500 persons in attendance at the Conference, of which but 300 were delegates; none but delegates were allowed the privilege of the floor, or permitted to participate in the voting. In such a large gathering of prominent persons, one is apt to be more quiet in his remarks than in a small group of persons with whom he is intimate. Therefore, I felt there was little I could contribute to the value of the discussion on the floor of the Conference, expecting on Thursday afternoon when after five hours of flirting with organized labor through Samuel Gompers, it seemed at times as if an alliance would be formed between labor and agriculture. I did feel the necessity of contributing to the debate, and made a plea as best I could, that the nursery interest and agriculture generally had nothing to gain from an alliance with the organization that Mr. Gompers represented, and that we, in fact, had everything to gain by standing alone, and apart from other organizations.

"I hope in doing this, I truthfully represented the feeling of the nurserymen. A few minutes later it was apparent that I expressed the feeling of the majority of Agriculturists present, for organized labor was told in a very decisive vote, that lower freight rates were imperative, even if railroad operatives had to suffer a deflation to secure the result.

"It will be interesting to nurserymen generally to know that during the conference an appointment was secured by a committee of the O. G. A., consisting of Mr. T. B. Meehan, Mr. Wm. Flemer, Sr., and myself. We met by appointment with members of the F. H. B., and requested the admission of Norway Maples into the United States during the interim that the product is being established here, until such time as the seedling now being produced are ready for market. A reply from the F. H. B. has not yet been had.

"Nurserymen will also be interested in knowing that in a conference with Professor Corbett of the Bureau of Plant Industry, I learned that the appropriation of \$20,000.00 per annum, that nurserymen helped secure for experimentation in the growing of fruit tree stocks in this country, has resulted in progress, whereby the department feels that the prospect of success will grow out of a production that root cuttings, rather than from seeds. If their experiments prove practical, then this method of production means that nurserymen can more readily control the strain of fruit stocks that they grow, than has been the case when seeds were purchased from sources that they had not personally known of."

To the Editor, National Nurseryman,  
Flourtown, Pa.

Dear Sir—

Let it be said that the State of Illinois has a real live State Nurserymen's Organization.

It was my good fortune to be present at their morning and afternoon sessions in Chicago, January 20th. There was a large attendance, a splendid program and very able speakers.

One of the subjects introduced for discussion by Arthur Hill, Dundee, Ill., was that of contract forms. His thought being that a plan could be worked out whereby different nurserymen in different parts of the country could get together and use a standard contract form and by way of illustration, pointed out what had been done at a recent Contractor's Convention at Washington D. C., where a summary showed that six hundred different contract forms were being used in the building and allied industries.

It was generally understood that so many forms of contracts covering virtually the same subject, entailed an endless amount of red tape, confusion and misunderstanding and this Convention went on record by adopting six contract forms, the same to cover the entire range of their operations. Mr. Hill's contention that the nurserymen get together and adopt some such scheme,

as I see it, was certainly a point well taken and the Illinois Convention went on record to the effect that their executive committee was to draft two contract forms to submit for discussion and approval next winter at the next Convention and very likely to submit the same to the Retail Nurserymen's Association when they convene at the National Convention next summer.

There was also a great deal of discussion on the ever burning subject that of replacing nursery stock and while there was a considerable diversity of opinion, from what I could learn, the majority of nurserymen at this Convention at least, seemed to think that the matter of replacing nursery stock free was a canker to the business that must be cut out sooner or later. Surely, common sense in the economic administration of the nursery business must bring home to those in the business that replacing of stock is not a selling asset, but is an expense. Look at it from any angle you will. There is no advantage in sales promotion if most everybody is selling nursery stock under a promise of Free replacement and if we are honest with ourselves, we must admit that this feature of the business leaves a bitter taste in the mouths of many of our patrons, for while the promise of free replacement is freely made, it is not always kept.

We must admit that the average salesagent is very migratory in his habits. He may sell a lot of stock this year and promise free replacement in so doing and next year, he may not be in the same place at all; have gone into other business or for some reason, dropped out. It does not follow that we are always able to get a man immediately in that particular territory and the people who bought and, of course, lost some stock are looking for this replacing agent and he does not appear. They think of writing to the house about it, but put it off and other agents come along and try to sell them and the soreness is still there because of their previous experience.

Mr. Hill illustrated his point very clearly when he said that the customer never knows just where he is at, for assuming that prices are about equal, a salesman makes an approach and the question of replacing comes up and he says "My Company does not replace anything." The matter is in abeyance for a while and the customer is considering the purchase. Another agent comes along and he has a proposition whereby he replaces anything that dies at one half price. The customer figures this is a better deal than the first, but is still undecided, thinking perhaps there is something better in store for him, when the third agent puts in an appearance and he bags the order, because his company does replace Free. This means a lot of wasted effort. It is usually disconcerting to the customer. He cannot understand why one concern does not replace, why one concern replaced at half price and it is hard for him to understand if there are companies who replace free why they do not all replace free and as I see it, the only way to cure the evil, for an evil it surely is, is to fight fire with fire. That is to say, if at present, some firms hold an advantage by reason of replacing free and others either do not replace or replace at half price, let us take that advantage away from them by everybody in the retail business agreeing to replace free and I ven-



## YELLOW PINE AND CYPRESS LUMBER FOR NURSERY CRATING OUR SPECIALTY

**Saw Mill**

We can furnish you crating lumber cut to size. We manufacture our own lumber and will contract to furnish your year's requirements.  
Write us for prices. Will be pleased to figure with you.

**Konnarock, Va.**

### FOREST LUMBER COMPANY

Manufacturers of Lumber

Office, 828 Fulton Building

PITTSBURGH, PA.

### Vincennes Nurseries

W. C. Reed & Son, Prop., Vincennes, Ind.

CHERRY ONE YEAR 7-16 to 9-16 also 2 to 3 ft.

PEACH ONE YEAR X X. 9-16. 7-16.

Plum One Year extra fine all grades.

Burbank, Abundance, Red June, America, S. Damson, Rien Claude, Monarch, and Hansen Hybrids.

Apricots One Year 11-16 up, 9-16 and 7-16 Eight Varieties.

Winesap Apple 2 year all grades.

Leading Varieties Apple in One Year and 7-16 2 year.

Keiffer & Garber Pear One & Two Year all grades.

Blk Champion Currant 2 yr. Downing & Houghton G. B. One and 2 year.

Concord & Niagara Grape 2 year & X X One Year

Above Stock all in Storage, submit list of wants for special prices.

### For FUMIGATION With HYDROCYANIC ACID GAS "CYANEGG"

Sodium Cyanide in egg shape, each egg weighs as near one ounce as possible. Destroys scale insects on Fruit Trees, Nursery Stock, Plants under glass and in Greenhouses.

Manufactured in U. S. A. by

**The Roessler & Hasslacher Chemical Co.**  
709-717 Sixth Avenue - - New York, N. Y.

### EVERGREENS

Seedlings—Transplants

Millions of Them

|                            |                           |
|----------------------------|---------------------------|
| Arbor Vitae—American       | Engelmans Spruce          |
| Arbor Vitae—Compacta       | Irish Juniper             |
| Arbor Vitae—Douglas Golden | Jack Pine                 |
| Arbor Vitae—Globosa        | Juniper Savina            |
| Arbor Vitae—Hoveys Golden  | Juniper Tamariscifolia    |
| Arbor Vitae—Pyramidalis    | Norway Spruce             |
| Arbor Vitae—Siberian       | Pinus Mugho               |
| Arbor Vitae—Tom Thumb      | Pinus Flexilis            |
| Arbor Vitae—Orientalis     | Pinus Ponderosa           |
| Arbor Vitae—Geo. Peabody   | Pitch Pine                |
| Austrian Pine              | Pinus Densifolia          |
| Balsam Fir                 | Red Cedar                 |
| Biota                      | Red Spruce                |
| Black Hills Spruce         | Retinispora (3 varieties) |
| Colorado Blue Spruce       | Swedish Juniper           |
| Concolor                   | Scotch Pine               |
| Douglas Spruce             | White Pine                |
|                            | White Spruce              |

A Fine Stock of Large-size Shade Trees

|          |            |           |
|----------|------------|-----------|
| Elm      | Linden     | Hockberry |
| Ash      | Soft Maple | Pin Oak   |
| Burr Oak | Red Oak    |           |

Especially Attractive Prices on Large Orders

Also a Complete Line of Fruit and Ornamental Stock

**SHERMAN NURSERY CO.**

Charles City, Iowa

### STRAWBERRY PLANTS

SPRING 1922 DELIVERY

*a fine lot of*

**PROGRESSIVE**

**AROMA**

**GIBSON**

**OTHER LEADING VARIETIES**

SEND US YOUR WANT

LIST FOR PRICES

**STEVENSVILLE NURSERIES**

Stevensville, Mich.

ture to say that those who are making the play of free replacement solely for the advantage they think they now hold over their less fortunate brethren, will be among the first to foster a "get together movement" to eliminate this expensive evil.

There are none of us in the business foolish enough to think that the retail nurserymen who are replacing free unconditionally are impelled by philanthropic motives in so doing. They are only doing it to offer a little more inviting propaganda to the agents for whom they are advertising and there can be no question if this distinct present advantage is removed by reason of everybody doing it, that within a year or two, we will have a standardized contract and a general agreement that no nursery stock will be replaced under any better terms than half price at least.

Yours truly,  
The Hawks Nursery Co. A. C. HANSON,

#### ADVERTISING AND SELLING NURSERY STOCK

Three percent of replies from nursery catalogs and circulars is a good average. If the returns are less than 3% something is wrong with the advertising. This is the experience of Nelson A. Coons of the Rhinebeck Floral Company, Rhinebeck, New York, as given to the class in nursery practice at Massachusetts Agricultural College. His address on advertising and selling nursery stock came at the conclusion of the nursery course and gave the students some valuable points on this important subject. He said that all advertising must do four things: (1) attract attention (2) arouse desire (3) convince the mind (4) stimulate action.

Advertising by catalog is one of the well known methods in the nursery trade, but a large part of such advertising is wasted as the catalogs are not properly written, well printed or intelligently distributed. Small timely circulars well written will often bring the largest amount of business. Every catalog must be written from the buyers' point of view, not so as to appeal to a nurseryman.

Advertising either by catalog or other ways produces various kinds of results. For example it establishes good will, creates acquaintances, identifies the product, prevents substitute, creates demand, produces sales, and eliminates time in the creation of a market. Of course not all advertising does all these things at once, and it is important for the advertiser to know which one of these objects he has in mind. The creation of acquaintances is especially important in the nursery business.

In sending out advertising it is important to consider first the appearance, which must be good. All catalogs and other printed matter should be handled by the best expert printers. Cheap work is money wasted. The time to send out advertising is very important. The best time is seldom during the planting season. The time to advertise roses is when roses are in bloom. Everybody is then interested.

Correspondence is also a very important means of selling nursery stock. Form letters may be used, but personal letters are much more effective and should be made distinctly personal. Trite, stale formulas should not be used. Every selling letter should contain the four

advertising elements already enumerated viz, attract attention, arouse desire, convince the mind and stimulate action.

Personal salesmanship is also a very important means of disposing of nursery stock. The best place for a salesman to sell stock is on the grounds where it is to be used. A salesman must be keen and well informed and must know his nursery stock. When he arrives on the grounds with a prospect he must attend to the following points: (1) determine conditions (2) analyze the attitude of the customer (3) get the customer's point of view (4) attract attention to his goods (5) meet and anticipate all objections (6) state his price carefully (7) close the sale quickly.

Finally the poorest way to sell stock is to enter into a price cutting competition with other nurseries.

#### NURSERY NOTES FROM NEW ZEALAND

1921 is now closing. The year has seen most lines of really choice trees and plants in short supply. Ordinary lines of every day requirement have been in good demand and for the most part in fair supply.

Fruit Trees—For the first time since the great war there has been a good demand for all classes of stone fruit. Pip fruit, however, are still a drug on the market, and a good many trees have had to be burned.

Bud Selection—This matter has been well canvassed, and a good interest aroused. Several committees have been formed, and the matter of forming a national registered body will be effected in a few weeks. Much material is already in hand and it is confidently expected that important results will develop in a few years as a result of the data being collected.

Afforestation—At no time in the history of this country has so much interest been taken in forestry matters. Not only the nurseryman but the Forest Service and the Forestry Leagues are and have insisted on the crying need to plant for timber, and the propaganda is already telling.

The Value of Organization—This has been felt by the nurserymen this year as never before, in more ways than one. In dealing with labor matters, in connection with legislation, in getting to a basis of costing, and selling on a fair margin above that line, in assisting in cases of litigation, where the committee finds that the nurserymen are in the right to stand by while if in the wrong the association will stand for a fair deal every time.

The Seedsmen to Organize—The retail seed firms are considering the matter of organization, and there is to be a meeting of those interested on January 24th, at the time of the Nurserymen's Conference in Christ Church.

1922 Conference—This is arranged to open in Christ Church on January 24th and will extend over till the 28th. The matters to be dealt with are brim full of interest and should cause some discussion and lead to very definite action. This will be the 15th consecutive conference held in New Zealand.

Officers for the association for 1922 are: President, A. W. Buxton, Christ Church; N. I. vice president, V. C. Davies, New Plymouth; S. I. vice president, T. D. Lennie, Invercargill; Geo. A. Green, secretary, P. O. Box 1118, Auckland, N. Z.

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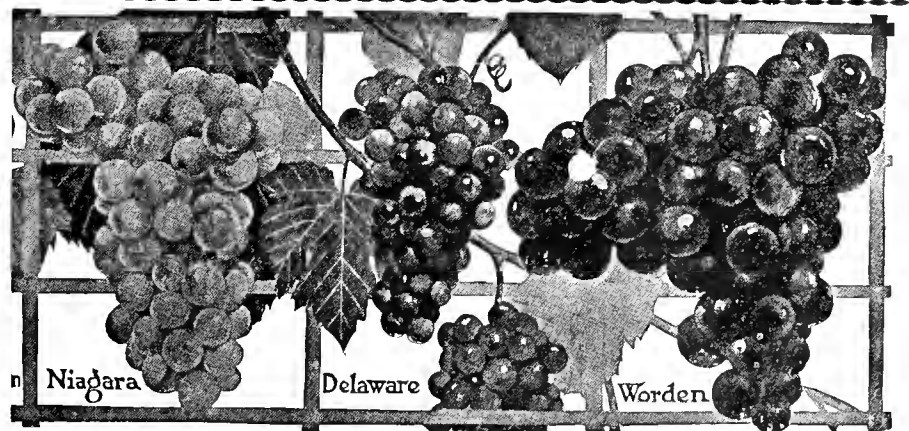


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## Conference on Plant Quarantine

A conference is called by the Federal Horticultural Board at the United States Department of Agriculture, Washington, D. C., May 15, 1922, at 10 o'clock a. m., for the purpose of considering the advisability of any modifications—additions to or deductions from—of the classes of plants permitted entry under permit for immediate sale under Regulation 3 of Quarantine 37. Such conference will afford opportunity for a full and free discussion of the whole subject of the classes of plants involved and the restrictions enforced under this regulation.

Regulation 3 now provides for the entry of certain classes of bulbs, representing 80 to 90 per cent of the importations into the United States prior to the quarantine, and also of stocks, cuttings, and scions of fruit, rose stocks, and seeds of fruit, forest, ornamental and shade trees and hardy shrubs. The purpose of the conference, therefore, is to consider the desirability of any restrictions in this list of plants or additions to it. Under this regulation open continuing permits are issued for the plants listed. In other words, there is no limitation on the number of plants which may be imported under such permits.

Recent correspondence indicates that the call for a conference April 19, later postponed to May 15, 1922, to discuss the classes of plants to be admitted under the limitations established in Regulation 3 of Quarantine 37, is not clearly understood.

Since the establishment of Quarantine 37, the classes of plants included under Regulation 3 have been criticised as either including too much or not enough; in other words, the criticisms have been of such contradictory character as not to warrant making any changes in the operation of the quarantine.

The Board has, however, repeatedly announced that it was ready at any time to confer with propagators and also importers to consider any additions to the classes of plants included under Regulation 3 which could be shown to be justified and reasonably safe. The Board has given hearings also to two foreign delegations; one from Belgium last May and the other from Holland last June, and promised them that a conference on the general subject of Regulation 3 would be held some time during the present year. The call for the conference recently issued is, therefore, in response to individual requests and carries out the promise to these foreign delegates.

As representing another phase of the subject, during the past season the infestation of fruit and rose stocks has been unusually heavy with larval nests of the brown tail moth and also with similar but much smaller larval nests of an insect new to the United States which might very possibly prove to be a serious enemy to the horticulture of this country. In spite of repeated warnings to European shippers, the condition in this respect of imported stocks does not appear to be improving and it becomes necessary to consider what further steps should be taken to protect the country from the entry of these and other pests in connection with the importation of such stocks.

The Board does not feel that at the present time it has sufficient information to warrant making any changes in

the classes of plants included in Regulation 3, but hopes to secure from this conference information that will clearly justify action on one or more of the following propositions: (1) the continuation of the classes now in Regulation 3, (2) the need, if any, for restricting the classes of plants now included in this regulation, and (3) the need, if any, of adding to the classes of bulbs or plants under this regulation.

Except as outlined above, the Board has no program, drastic or otherwise, of changes in Regulation 3 in mind, and has merely opened the subject, in response to requests, for free and full discussion. There is no thought of weakening in any material way the protection which the quarantine now gives, but it is possible that some minor amendments can be made without risk.

C. L. MARLATT,

Chairman, Federal Horticultural Board.

The conference on plant quarantine, originally called to meet here March 15 was postponed, at the request of the Society of American Florists and Ornamental Horticulturists, to April 19, has been again postponed until May 15. The second postponement is made at the request of the President of the American Association of Nurserymen, who represents that the month of April is the one season of the year when the nurseryman must be on his job to get out his orders and do his planting. The new date has been referred to the President of the Society of American Florists and Ornamental Horticulturists, and has been approved by him.

### IS QUARANTINE 37 A PLANT EMBARGO?

In view of the belief, which seems to have gained considerable acceptance, that Quarantine 37 amounts to an embargo against foreign plants, the record of permits issued for the importation of the so-called "prohibited plants" and the importations made thereunder should be of interest.

The risk of entry of new plant pests goes with every importation of plants, even those now permitted, and to reduce this risk as much as possible and yet provide for the horticultural development and progress of the country, the importation under Regulation 14 of this Quarantine of the so-called "prohibited plants" is limited to new varieties and such other plants as are believed to be unavailable in the United States for necessary propagating purposes.

The table given below is a record of such importations from the effective date of the quarantine, June 1, 1919, to February 15, 1922; in other words, a period of a little over two years and eight months.

#### SPECIAL PERMIT IMPORTATIONS FOR THE FISCAL YEARS 1920, 1921, 1922

(Up to and including February 15th, 1922)

| Classes of Plants              | No. of Permits | Quantity Authorized | Quantity Imported | No. of Varieties Req'd | No. of Varieties App'd | % Ap'd |
|--------------------------------|----------------|---------------------|-------------------|------------------------|------------------------|--------|
| Gладиолус . . .                | 320            | 17,042,476          | 6,460,341         | 626                    | 494                    | 79     |
| Dahlia . . . . .               | 117            | 10,061              | 4,840             | 1,078                  | 1,007                  | 93     |
| Iris . . . . .                 | 245            | 7,363,564           | 4,690,367         | 1,114                  | 1,074                  | 96     |
| Peony . . . . .                | 168            | 295,525             | 86,584            | 1,222                  | 925                    | 76     |
| Other bulbs,<br>roots, etc..   | 167            | 2,789,881           | 1,164,475         | 609                    | 587                    | 96     |
| Ornamentals.                   | 179            | 995,545             | 285,190           | 1,770                  | 1,494                  | 84     |
| Roses . . . . .                | 148            | 54,742              | 41,211            | 1,373                  | 1,162                  | 85     |
| Orchids . . . . .              | 103            | 35,825              | 13,492            | 1,168                  | 1,098                  | 94     |
| Herbaceous<br>plants . . . . . | 140            | 756,839             | 198,453           | 1,289                  | 1,180                  | 92     |
| Small fruits..                 | 22             | 3,151               | 253               | 23                     | 23                     | 100    |
| Totals . . . . .               |                | 29,347,609          | 12,945,206        | 10,272                 | 9,044                  | 88     |



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The total of 29,347,609 plants which has been authorized entry and the 12,945,206 plants which have been actually entered to date, would seem to indicate that the so-called "prohibited plants" are receiving at least some recognition from the Federal Horticultural Board. The discrepancy between the numbers of plants authorized and the numbers imported is due largely to the fact that the permittees have not been able to secure abroad the quantities of plants which they were authorized to import—and this was especially true in the first two years of the quarantine. In many instances, such permits were reissued the year following. In the case of permits issued for the current year, the importations are for the most part not yet made.

#### IMPORTATIONS OF NEW ROSES UNDER QUARANTINE 37

As indicating more clearly the possibilities of entry of new or unavailable plants under this quarantine, the story of rose importations is fairly informing. During the period of the Quarantine, a total of 148 permits has been issued for the importation of new roses or roses not available in the United States. These permits have authorized the entry of 54,742 rose plants, representing 1,148 different varieties, and under these permits 41,211 rose plants have already been entered, representing 459 different varieties of roses, for the most part new varieties.

In connection with these rose importations, it is interesting to compare certain records given in the 1921 American Rose Annual, published under the authority of The American Rose Society. In this very creditable volume under the title "The New Roses of all the World" there are listed a total of only 146 rose varieties for the twelve months' period covered by this Annual. This Annual also gives an "Official List of American Roses," which includes all varieties of roses which have been originated in the United States from the very beginnings of rose culture, and the number is 592. Contrasted with these fairly modest numbers, it would seem that 459 varieties of roses, mostly new, already entered under Quarantine 37, is a fairly sizable number to be assimilated in a period of a little over two years, to say nothing of the authorizations outstanding which may very shortly double this number.

Similar analyses could be given for the other classes of plants listed in the table, but I think the record of rose importations is adequate to indicate that new varieties of ornamentals and other plants can be and are being brought into this country in fairly adequate numbers under the quarantine.

#### MANY PLANTS AND PLANT PRODUCTS NOT LIMITED AS TO ENTRY

In a discussion of the entry of these so-called "prohibited plants" it should not be forgotten that under Regulation 3 of Quarantine 37 certain important classes of plants are open to unlimited importations under continuing permits, upwards of 6,000 of which have already been issued. These permits cover nearly 90 per cent of the bulbs hitherto imported, fruit and rose stocks, and all seeds of fruit, forest, and ornamental trees. Under Regulation 2 also certain other classes of seeds are free from all restrictions, even the taking out of a permit, namely, field, vegetable, and flower seeds, and also all fruits, vegetables, and cereals, and other plant products imported for medicinal food, or manufacturing purposes.

These provisions, together with those already discussed for the entry of the so-called "prohibited plants," cover all plants and seeds whatsoever for propagation or other uses and indicate the purpose of the Department under this quarantine to provide for the entry of any necessary or useful plant in quantities sufficient to meet all reasonable needs.

#### EUROPEAN EMBARGOES AND RESTRICTIONS

In contrast with this liberality of entry from Europe and other foreign countries are the restrictions against entry of American plants, particularly, enforced by the countries of Europe. These began fifty years ago in connection with the grape *Phylloxera*, an American pest, and some twenty-five years ago were extended by important European countries to a practical embargo on account of the San Jose scale. For example, Holland, France, Germany, Austria and Switzerland prohibit the entry of all living plants from America, and other countries—Belgium, Italy, Spain, Turkey and Russia—are closed in lesser degree. Even such countries as Great Britain, Norway and Sweden have restrictions against certain classes of plants, and our fruits and fruit products get into some of these countries only under burdensome restrictions. These conditions still obtain and no one questions the right of European and other countries to thus protect their own cultures.

#### REASONS FOR RESTRICTIONS ON ISSUANCE OF SPECIAL PERMITS

Aside from the purely commercial interests who would like to import cheap foreign plants for a quick turn over and profit,

the principal objection which is now raised to Quarantine 37 is that sufficient liberality of importation is not extended to plant lovers and enthusiasts, making it possible for such persons to bring in, for their personal use and the adornment of their gardens or estates, any new or old varieties which they may wish to secure. The Federal Horticultural Board and the Department of Agriculture would be only too glad to meet the wishes of such persons, and their name is legion, if it were not realized that this action would practically nullify the quarantine. Persons of this general type interested in plants are found in numbers in every town and hamlet in the United States, and to permit any or all of them to import plants for personal use in such condition that they could grow them, would mean not only that the plants would have to come, in many cases, in earth ready for immediate planting—involving dangers of plant pest introductions which can not be safeguarded by inspection or treatment—but that it would be absolutely impossible for this Department to handle the tens of thousands of small importations which would result, or to follow them up to destinations throughout the country with any subsequent safeguards. There would rarely be any public service of real value in connection with such importations, such as making the new plants generally available or utilizing them for breeding or other work. Some essential service of this sort should be the basis for the entry of the various classes of plants which are not open to unlimited importation. The mere personal gratification of hundreds or thousands of individuals who might wish to make their own importations would be small justification for the risk of carriage of new pests to every part of the United States—a risk which would be vastly greater than before Quarantine 37 was established.

This situation led to the exclusion of importations for mere personal use or gratification, and to the limitation of the issuance of special permits for the entry of new or unavailable plants chiefly to plant propagators who will agree to utilize the plants imported for the purpose of reproducing additional stocks for a period of one to five years, based on the time needed for such multiplication or reproduction. The immediate sale of plants thus imported is not permitted, but no restrictions are placed on the sale of the plants produced from the imported stock except that the importer will be expected to maintain a sufficient supply to meet his future needs.

It is expected, therefore, that importations under Regulation 14 will be largely by persons who will propagate the imported stock as a commercial enterprise and thus perform a public service by making such plants generally available. The only exceptions are the issuance of permits to provide for the needs of botanic gardens, agricultural colleges, experiment stations, and other similar public institutions, and to those few amateurs who are widely or nationally known as maintaining collections of real merit and open to the public or engaged in work of public benefit with the plants concerned. If such persons are not known to the experts of this Department, they will be required to furnish evidence of their status.

In the event, however, that the authorized agencies, commercial or other, do not bring in varieties of plants which enthusiastic plant lovers may wish, the Department has made special provision for the entry through its Office of Plant Introduction of any neglected or overlooked new varieties and, incidentally, this Office has been undoubtedly the principal agency for the importation of new plants into the United States for the last twenty years.

To recapitulate, the existing provisions for the entry of new or unavailable plants under Regulation 14 include (1) all the importations which any commercial grower is willing to make, and such commercial growers include persons of world-wide recognition as plant specialists and breeders; (2) importations by botanic gardens and some hundred experiment stations and other public institutions with enthusiastic experts in horticulture and floriculture; (3) importations by the leading and recognized amateurs of the country, and (4) importations through the Office of Foreign Seed and Plant Introduction of the Department of Agriculture.

Under the plan, therefore, of Quarantine 37, it becomes necessary for persons who are neither commercial growers of plants, or amateurs who are recognized as maintaining collections of real merit, or engaged in research or other work of distinct public benefit with the plants concerned—in other words, the ordinary plant lover who wants the plants for his own garden or the adornment of his own estate—to secure new varieties from home sources, and the Department has endeavored, through the means enumerated, to make available such new varieties of plants under methods which involve the least risk to the horticulture and agriculture of the country.

C. L. MARLATT

Chairman, Federal Horticultural Board.

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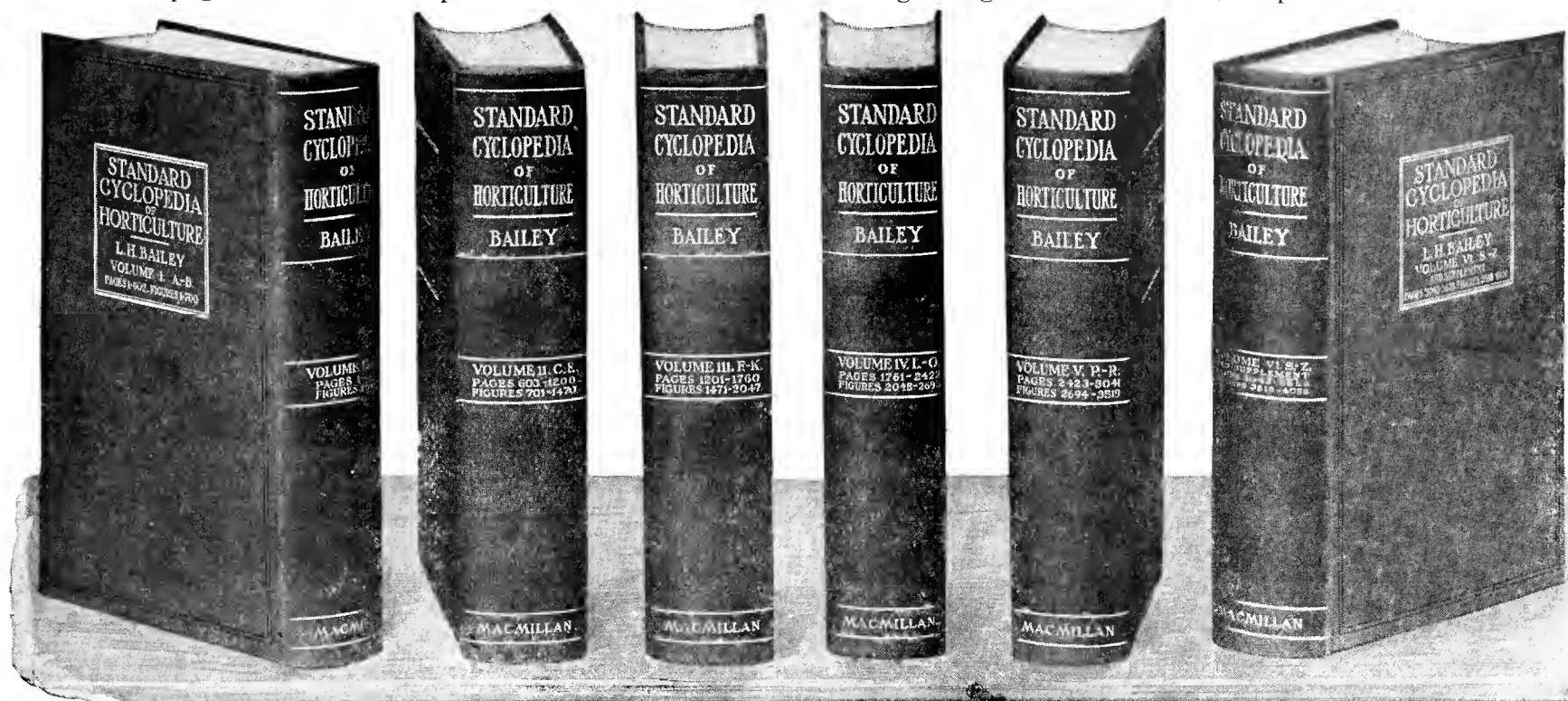
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**WANTED**—An A-1 thoroughly experienced landscape planter. No other has been or could be considered. Must be a man who can deliver the goods. State experience and salary expected in first letter.

The Elm City Nursery Co.,  
WOODMONT NURSERIES, INC.,  
New Haven, Conn.

**NURSERY** in Central West is looking for a first-class packing house foreman or shipping clerk that fully understands packing out general nursery stock as ornamentals, etc. Send all applications to N-100, care of "The National Nurseryman."

**WANTED**—Experienced gardener for propagation of hardy shrub and perennials for nursery planting. References required.

THE GREENING NURSERY COMPANY  
Monroe, Michigan

**Why Not!** Place an Advertisement in  
Our Columns  
and Increase Your Business, as Others are Doing  
*The National Nurseryman* - - -

ESTABLISHED 1893

**THE NATIONAL NURSERYMAN**

INCORPORATED 1902

The only Trade Journal devoted exclusively to the interests of growers and dealers in nursery stock. Edited by a practical nurseryman, Ernest Hemming, Flourtown, Pennsylvania, to whom all correspondence pertaining to the Editorial Department, should be addressed.

Nurserymen cannot afford to be without a trade paper. The advertising pages, patronized by all leading nurserymen throughout the world, will save many dollars to the subscriber. These pages are a record of the stock offered for sale.

SUBSCRIPTION PRICE \$1.50 per year in advance. FOREIGN SUBSCRIPTIONS \$2.00 per year in advance.

ADVERTISING RATES ON APPLICATION

**THE NATIONAL NURSERYMAN PUBLISHING COMPANY Incorporated**

Subscribers to "Nurserymen's Fund for Market Development."

HATBORO, PENNA.

When writing to Advertisers please mention the National Nurseryman.



**Retinosporus Pisifera, Squarosa Veitchii**

Per 100 and per 1000

**AUDUBON Nursery, H. Verzaal, Prop., P. O. Box 275, Wilmington, N. C.****SJULIN NURSERY CO.****Hamburg, Iowa***We Offer the Following Stocks, Ready for Immediate Shipment:*

700 Apple Seedlings, No. 1, branched.  
 2000 Apple Seedlings, No. 2, branched.  
 4000 Apple Seedlings, No. 2, straight.  
 4000 Apple Seedlings, Grafters

**Scions**

|               |                    |
|---------------|--------------------|
| 1000 Anisim   | 250 Ark. Black     |
| 350 Grimes    | 400 N. W. Greening |
| 2000 Stayman  | 1300 Delicious     |
| 1500 Jonathan | 3000 Wealthy       |
| 1200 Winesap  |                    |

Apple, 3-8 inch

|                       |                  |
|-----------------------|------------------|
| 115 Anisim            | 204 Duchess      |
| 70 Jonathan           | 73 Red Astrachan |
| 46 Peerless           | 55 Winesap       |
| 42 Tol. Sweet         | 40 Fameuse       |
| 194 Delicious         | 125 Grimes       |
| 200 Opata, 11-16 inch | 111 Stayman      |
| 2000 Concord, 1-3     |                  |

*Write for Prices***EVERBEARING STRAWBERRY PLANTS**

If you need Everbearing strawberry plants to fill spring orders or if you wish to increase your planting in nurseries, we can supply you with genuine PROGRESSIVE Everbearing plants, guaranteed to be TRUE TO NAME and handled so as to reach you in best of growing condition. Write for prices.

We have been growing and breeding the Everbearing strawberries for the past eight years and have many new varieties growing in our experimental grounds that are not yet for sale. We invite a personal visit to our grounds during fruiting season, preferably during August or September. The latch string is always out.

**THE GARDNER NURSERY CO., Drawer 103, Osage, Iowa.****TREE SEEDS**

Keep Up Your Stock By Planting Tree, Shrub,  
 Perennial and Fruit Seeds  
 Send for Catalogue.

CONYERS B. FLEU, JR.  
 GERMANTOWN, PHILADELPHIA.

**PEACH PITS**

**The Howard -- Hickory Co.**  
**Hickory - - - N. C.**

**WELLER NURSERIES COMPANY, Inc.**

Perennial Specialists Gladiolus Specialists  
 HOLLAND, MICHIGAN

**Our Spring 1922 Catalogue Now Ready**

A Mighty Handy Perennial Reference Book  
*Ask for Your Copy Today*

**BEST SORTS IN NEW AND STANDARD**

2 1/4-inch  
 Pots for  
 lining out

**ROSES**

4-inch  
 Pots for  
 short lists

THE LEEDLE FLORAL COMPANY®  
 SPRINGFIELD-OHIO.

**PRINTING**

Catalogues  
 Stationery  
 Business Forms



The Robinson  
 Publishing Co.  
 Hattboro, Pa.

**Specialists in Nursery Printing**

Ask for Prices. We are the printers of this Magazine

\*\*\*\*\*  
 \* STRAWBERRY PLANTS, STANDARD and EVERBEARING \*  
 \* LUCRETIA DEWBERRY, all tip plants. \*  
 \* ASPARAGUS, 1 year old roots. \*  
 \* My quality and prices justify a part of Your Patronage. \*  
 \* Let us talk it over. \*

**V. R. ALLEN****SEAFORD, DELAWARE.****THE F. E. SCHIFFERLI NURSERIES****FREDONIA, N. Y.**

Let us quote you prices on your requirements in one and two year GRAPE VINES, CURRANTS and GOOSEBERRIES for immediate or early spring shipment.

You will find our prices and grading right.  
 Write us before placing your order.

**Northern Grown Strawberry Plants**

Dunlap, Gibson, Nick Ohmer, Progressive, etc.  
 Cumberland Plum Farmer and Kansas Black  
 Raspberry Plants

**KIGER'S NURSERY, SAWYER**  
**MICHIGAN**

**LABELS FOR NURSERYMEN**

**THE BENJAMIN CHASE CO.**  
**DERRY, N. H.**

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# Bobbink & Atkins

Nurserymen and Florists

Subscribers to "Nurserymen's Fund for Market Development."

GENUINE

Carolina Peach Pits

1921 Crop

J. Van Lindley Nursery Co.

Pomona, N. C.

RUTHERFORD, NEW JERSEY  
*Palms and Greenhouse Stock, Roses in Bush, Standard or Tree Form, Evergreens, Trees and Perennials.*  
*Boxwood, Rhododendrons, Andromedas, Ericas, Azaleas, Japanese, Ghent, and Mollis.*  
 Send Us Your Want List.  
 Inspect Our Stock.

## SCARFF'S NURSERY

Headquarters for

Small Fruit Plants

and LINING OUT STOCK

|              |                   |                      |
|--------------|-------------------|----------------------|
| Strawberries | Grape Vines       | Horseradish          |
| Raspberries  | Privet            | Asparagus            |
| Dewberries   | Spirea            | Rhubarb              |
| Blackberries | Hardwood Cuttings | Barberry Seedling    |
| Elderberries | Iris              | Althea Seedling      |
| Currants     | Mulberries        | Calycanthus Seedling |
| Gooseberries | Sage              |                      |

Our list quotes lowest prices.

W. N. SCARFF & SONS  
 NEW CARLISLE - - OHIO

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(Established 1841)

The BEST and OLDEST horticultural paper in England. Price 6½d per week.

Send for free copy and subscription rates to:—

The Publishers, 41 Wellington St.

W. C. 2, London, England

### ALL "AMERICAN NURSEYMEN"

Wishing to do business with Europe should send for the

### "Horticultural Advertiser"

This is The British Trade Paper being read weekly by all Horticultural traders. It is also taken by over 1000 of the best Continental houses. Annual subscriptions to cover cost of postage, \$1.50. Money orders payable at Lowdham, Notts. As the H. A. is a purely trade medium applicants should, with the subscription, send a copy of their catalogue or other evidence that they belong to the nursery or seed trades. Address

HORTICULTURAL ADVERTISER, Ltd.

Lowdham, Notts, England

## HORTICULTURE

A WIDE-AWAKE PAPER FOR

NURSEYMEN, FLORISTS AND GARDENERS

Contains special features not found in any other trade journal.

Issued twice a month.

Price, \$1.00 a year.

Horticulture Publishing Company

739 Boylston St., Boston.

A Fine Stock of  
 Norway Maple, Silver Maple, European Sycamore  
 and other Ornamental Trees in All Sizes

A beautiful lot of CUT LEAF BIRCH 8-10 ft. and 10-12 ft.

Hardy Shrubs of all kinds

Also a limited supply of Fruit Trees and Small Fruit Plants.

T. B. WEST

Maple Bend Nursery

Perry, Ohio

### CHARLES DETRICHE & SON

ANGERS, FRANCE

Growers and Exporters of Fruit Tree Stocks, Forest Tree Seedlings, Rose Stocks, Shrubs and Conifers for Nursery Planting.

For all information as to Stocks, Prices, terms, etc., address

JACKSON AND PERKINS COMPANY,

(Sole Agents)

NEWARK

NEW YORK

Native Broad-leaved

## EVERGREENS

Ornamental Trees, Shrubs, Vines, Woody and Herbaceous Plants of the Blue Ridge Mountains, including: *Kalmias, Rhododendrons, Leiophyllums, Andromedas, Tsugas, Azaleas, Corylus, Oxydendron, Zanthorhiza, Ampelopsis, Lonicera, Shortia, Iris, Liliums Stenanthium.*

Approximately 500 species

Collections to Order in Carlots a Specialty  
 Correspondence from large planters solicited.

ASK FOR PRICE LIST

E. C. ROBBINS, PINEOLA,

Avery County

North Carolina

### TREES

Largest assortment in New England. Evergreens, deciduous trees, both common and rarer varieties. Sturdy, choice stock that can be depended upon. Send for catalog and special trade prices.

The Bay State Nurseries  
 North Abington  
 Mass.

### SHRUBS

This New England soil and climate produce fine sturdy shrubs. Special trade prices. By the thousands, hardy Native and Hybrid Rhododendrons—transplanted and acclimated. Send your lists let us est.

# YES

We still have a  
large stock of

## EVERGREENS

Including a good  
supply of the scarce  
medium sizes.

Trees and Shrubs also.

We are headquarters  
for Taxus Canadensis,  
Pinus Mughus, Rhodo-  
dendron Carolinianum  
and Azalea Kaempferi.

**FRAMINGHAM NURSERIES**  
**Framingham, Mass.**

# NURSERY BANDS

Manufacturers of.

## STEEL BOX STRAPPING

FOR

## NURSERY PURPOSES

AN ESSENTIAL TO FINISH YOUR JOB

AT A NEGLIGIBLE PRICE.

STANDARD SIZES USED BY NINETY

PERCENT OF THE NURSERY TRADE ARE

8 in. X 1 in. AND 12 in. X 1 in.

ANY SIZE CAN BE FURNISHED

WRITE FOR PARTICULARS

**American Steel Band Co.,**

888 Progress Street,

PITTSBURGH, PA

## Raspberry, Blackberry

### and other Small Fruit Plants

in large supply

Special prices for fall shipment

**J. T. LOVETT, Little Silver, N. J.**

## LINING OUT STOCK

DEMAND—Greater than ever.

SUPPLY—Below normal.

RESULT—First come, first served.

**Thomas B. Meehan Co.**

Wholesale Nurserymen

Dresher, Penna.

## HILL'S EVERGREENS, Etc.

FOR LINING OUT

Pyramidal Arbor Vitae .....XX 10-12 inch

" " " .....XX 12-18 inch

Red Cedar .....XX 12-18 inch

" " " .....XX 18-24 inch

Berberis Thunbergii ..... 4-6 inch

" " " ..... 8-10 inch

Spirea Van Houttei ..... 6-12 inch

" " " ..... 12-18 inch

Snowberry (Heavy) ..... 12-18 inch

Coralberry ..... 18-24 inch

Also Complete Line of Specimen Evergreens, Shrubs, etc.  
Send for Complete Catalog

Each X indicates one transplanting.

**THE D. HILL NURSERY CO., INC.**

Box 401

Dundee, Illinois

## Peonies A SPECIALTY

The cream of 1200 sorts

Some extra new ones

**THE WORLD'S BEST!**

Eighteen Acres

Write for our List

Cannas, Dahlias and Gladioli

**C. BETSCHER, Dover, O., U. S. A.**

When writing to Advertisers please mention the National Nurseryman.

## FRUIT TREES

### APPLE TREES

2 yr. budded  
11-16 to 7/8 inch  
5/8 to 11-16 inch  
1/2 to 5/8 inch  
1000 Grimes Golden  
3000 M. B. Twig  
10000 Stayman Winesap  
3000 Williams Early Red  
2000 Winesap  
2000 York Imperial  
4000 Yellow Transparent

### APPLE TREES

1 yr. budded and grafts.  
9-16 to 5/8 in. 4 to 6 ft.  
1/2 to 9-16 in. 4 to 5 ft.  
7-16 to 1/2 in. 3 to 4 ft.  
3/8 to 7-16 in. 2 to 3 ft.  
4000 Ben Davis  
4000 Delicious  
2000 Grimes Golden  
3000 Jonathan  
10000 York Imperial  
5000 M. B. Twig

200 R. I. Greening  
5000 Stayman Winesap  
1000 Winesap  
3000 Yellow Transparent

### BLACKBERRIES

Eldorado Lawton  
Early Harvest Iceberg Messereau

### RASPBERRIES

St. Regis

### PEAR TREES

2 yr. budded  
11-16 in. and up  
5/8 to 11-16 in.  
1/2 to 5/8 in.  
50000 Keiffer

### CHERRY TREES

2 yr. budded.  
11-16 in. and up  
5/8 to 11-16 in.  
1/2 to 5/8 in.  
1000 Early Richmond  
1000 Montmorency

### PEACH TREES

1 yr. budded.  
3/4 in. and up  
9-16 to 5/8 in.  
7-16 to 9-16 in.  
5-16 to 7-16 in.  
15000 Belle of Georgia  
4000 Elberta  
1000 Ray  
1000 Red Bird Cling  
1000 Slappey

### PEACH TREES

June buds  
18 to 24 in.  
12 to 18 in.  
6 to 12 in.  
5000 Carman 100000 Elberta

### GRAPE VINES

1 year No. 1  
15000 Niagara  
40000 Concord  
8000 Moore's Early  
4000 Delaware

## SPECIMEN EVERGREENS

|                               |              |                                |              |                           |              |
|-------------------------------|--------------|--------------------------------|--------------|---------------------------|--------------|
| 100 Arborvitae, American      | 3 to 4 ft.   | 50 Hemlock, Canadian           | 2 to 3 ft.   | 25 Ret. Veitch's Japanese | 5 to 6 ft.   |
| 100 " "                       | 4 to 5 ft.   | 200 " "                        | 3 to 4 ft.   | 25 " " "                  | 6 to 7 ft.   |
| 100 " "                       | 5 to 6 ft.   | 500 " "                        | 4 to 5 ft.   | 50 " " "                  | 7 to 8 ft.   |
| 100 " "                       | 6 to 7 ft.   | 200 " "                        | 5 to 6 ft.   | 5 " " "                   | 12 to 15 ft. |
| 100 " "                       | 7 to 8 ft.   | 100 " "                        | 6 to 7 ft.   | 50 Spruce, Colorado Blue  | 8 to 10 ft.  |
| 500 " "                       | 8 to 10 ft.  | 100 " "                        | 7 to 8 ft.   | 10 " " "                  | 10 to 12 ft. |
| 500 " "                       | 10 to 12 ft. | 100 " "                        | 8 to 10 ft.  | 50 Spruce, Douglas        | 4 to 5 ft.   |
| 50 " "                        | 12 to 14 ft. | 15 Juniper, Schott's           | 7 to 8 ft.   | 50 " " "                  | 5 to 6 ft.   |
| 100 Arborvitae, Chinese       | 4 to 5 ft.   | 100 Pine, White                | 3 to 4 ft.   | 50 " " "                  | 6 to 7 ft.   |
| 400 " "                       | 5 to 6 ft.   | 100 " " "                      | 4 to 5 ft.   | 10 " " "                  | 8 to 10 ft.  |
| 400 " "                       | 6 to 7 ft.   | 100 " " "                      | 5 to 6 ft.   | 10 " " "                  | 12 to 15 ft. |
| 300 " "                       | 7 to 8 ft.   | 100 Pine, Scotch               | 3 to 4 ft.   | 100 Spruce, Kosters Blue  | 10 to 12 ft. |
| 200 " "                       | 8 to 10 ft.  | 100 " " "                      | 4 to 5 ft.   | 500 Spruce, Norway        | 2 to 3 ft.   |
| 10 Arborvitae, Pyramidal      | 10 to 12 ft. | 100 " " "                      | 5 to 6 ft.   | 500 " " "                 | 3 to 4 ft.   |
| 15 Cedar, Blue Virginia       | 8 to 10 ft.  | 100 Pine, Austrian             | 3 to 4 ft.   | 100 " " "                 | 4 to 5 ft.   |
| 5 " " "                       | 12 ft.       | 100 " " "                      | 4 to 5 ft.   | 100 " " "                 | 5 to 6 ft.   |
| 5 Cedar, Indian               | 12 to 15 ft. | 100 " " "                      | 5 to 6 ft.   | 100 " " "                 | 6 to 7 ft.   |
| 20 " " "                      | 16 to 20 ft. | 25 " " "                       | 12 to 14 ft. | 200 " " "                 | 7 to 8 ft.   |
| 50 Cedar, Red                 | 7 to 8 ft.   | 50 Ret. Jap. Golden Plumlike   | 5 to 6 ft.   | 200 " " "                 | 8 to 10 ft.  |
| 50 " " "                      | 8 to 10 ft.  | 75 " " "                       | 6 to 7 ft.   | 200 " " "                 | 10 to 12 ft. |
| 10 Cypress, Glory of Boskoop, | 10 to 12 ft. | 75 " " "                       | 7 to 8 ft.   | 100 " " "                 | 12 to 15 ft. |
| 25 Fir, Cephalonian           | 2 to 3 ft.   | 75 Ret. Japanese Plumlike      | 6 to 7 ft.   | 10 Spruce, Oriental       | 3 to 4 ft.   |
| 52 " " "                      | 3 to 4 ft.   | 75 " " "                       | 7 to 8 ft.   | 10 " " "                  | 4 to 5 ft.   |
| 25 " " "                      | 4 to 5 ft.   | 5 " " "                        | 16 ft.       | 10 " " "                  | 5 to 6 ft.   |
| 50 " " "                      | 8 to 10 ft.  | 10 Ret. Japanese Pea Fruited   | 7 to 8 ft.   | 10 " " "                  | 6 to 8 ft.   |
| 50 " " "                      | 10 to 12 ft. | 10 " " "                       | 8 to 10 ft.  | 25 Spruce, White          | 10 to 12 ft. |
|                               |              | 50 Ret. Jap. Gold. Pea Fruited | 7 to 8 ft.   | 25 " " "                  | 12 to 15 ft. |
|                               |              | 50 " " "                       | 8 to 10 ft.  |                           |              |

## SHADE TREES

|                      |                            |                      |                         |
|----------------------|----------------------------|----------------------|-------------------------|
| 1000 Maple, Norway   | 10-12 ft., 1 1/2-1 3/4 in. | 3000 Plane, Oriental | 12 to 14 ft., 1 3/4 in. |
| 1500 " "             | 12-14 ft., 1 3/4-2 in.     | 3000 " "             | 14 to 16 ft., 2 in.     |
| 2500 " "             | 14-16 ft., 2-2 1/2 in.     | 3000 " "             | 2 1/2 in.               |
| 3000 " "             | 2 1/2-3 in.                | 1000 " "             | 3 in.                   |
| 1000 " "             | 3-3 1/2 in.                | 500 " "              | 4 in.                   |
| 1000 " "             | 3 1/2-4 in.                | 500 Poplar, Carolina | 6 to 8 ft.              |
| 200 " "              | 4 in.                      | 500 " "              | 8 to 10 ft.             |
| 500 Oak, Pin         | 5 to 6 ft.                 | 100 " "              | 10 to 12 ft.            |
| 1000 " "             | 6 to 7 ft.                 | 500 Poplar, Lombardy | 8 to 10 ft.             |
| 1000 " "             | 7 to 8 ft.                 | 1000 " "             | 10 to 12 ft.            |
| 500 " "              | 8 to 10 ft.                | 1500 " "             | 12 to 14 ft.            |
| 200 " "              | 10 to 12 ft.               | 1000 " "             | 14 to 16 ft.            |
| 1500 Plane, Oriental | 8 to 10 ft., 1 1/4 in.     | 100 Walnut, Black    | 8 to 10 ft.             |
| 2000 " "             | 10 to 12 ft., 1 1/2 in.    | 100 " "              | 10 to 12 ft.            |

## Flowering Shrubs

|                               |            |
|-------------------------------|------------|
| 200 Carolina Allspice         | 4 to 5 ft. |
| 300 Coral (Indian Currant)    | 2 ft.      |
| 500 Deutzia, Pr. of Rochester | 5 to 6 ft. |
| 500 Deutzia, Double White     | 5 to 6 ft. |
| 200 Sweet Scented Shrub       | 2 to 3 ft. |
| 300 Spirea Van Houttei        | 5 to 6 ft. |

## CALIFORNIA PRIVET

|             |                 |
|-------------|-----------------|
| 20000 ..... | 6 to 12 inches  |
| 20000 ..... | 12 to 18 inches |
| 20000 ..... | 18 to 24 inches |
| 5000 .....  | 2 to 3 feet     |

# HARRISONS' NURSERIES

J. G. HARRISON & SONS, Proprietors

Berlin,

Maryland



05188

30/5  
JUN 2 1922



# THE NATIONAL NURSERYMAN

MAY 1922



Published Monthly at Hatboro, Penna., U. S. A., in behalf of the Trade Interests of Nurserymen, Seedsmen and Plant Growers in General

## THE MONROE NURSERY

Established 1847.

Offers a Fine Stock of  
**SPECIMEN EVERGREENS,  
FRUIT AND ORNAMENTAL  
TREES AND SHRUBS**

Will be pleased to quote on your list of wants

### I. E. Ilgenfritz' Sons Co.

Monroe, Mich.

Manufacturers of The I. E. Ilgenfritz' Sons Co.'s Celebrated  
Graft and Stock Planter and Firmer

## Mount Arbor Nurseries,

E. S. WELCH, Pres.

SHENANDOAH, IOWA.

—30 Years at Shenandoah—

Large acreage.—Large assortment.

Back of our acreage and assortment of stock, we have a good organization, and are prepared to give quick service in handling shipments.

We still have a fairly good assortment of Fruit Trees, Small Fruits, Ornamentals, Roses, Perennials, Forest Tree Seedlings, for delivery Spring 1922.

Ask for our bulletins issued every two weeks during the spring season.

Are always pleased to quote on want lists.

## Bunting's Nurseries

G. E. Bunting & Sons, *Proprietors*  
Selbyville - Delaware

OFFER FOR DELIVERY  
Spring 1922

**STRAWBERRY PLANTS**

**RASPBERRY PLANTS**

**DEWBERRY PLANTS**

**GRAPE VINES**

**PEACH TREES**

**CALIFORNIA PRIVET HEDGE  
PROPERLY GRADED QUALITY STOCK**

Correspondence Solicited

## DONT FAIL

To check up our bulletins which are mailed every few days, containing varieties like DELICIOUS, BALDWIN, WEALTHY, BARTLETT, SWEET CHERRIES, BARBERRY THUNBERGII, CALIFORNIA PRIVET, PEONIAS, BUTTERFLY BUSH, FRENCH APPLE STOCK. Good assortment of SHRUBS, H. P. ROSES and CLIMBERS. We want to give you SERVICE.

Our packing department at this date, April 25th, is working until 10 o'clock every night.

*See Large Ad on Page 137*

### C. R. BURR & COMPANY

MANCHESTER, CONNECTICUT

We Sell to the Trade Only. Please Use Printed Stationery.

The  
Preferred  
Stock

The  
Preferred  
Stock

## THE CLEAN UP

this spring has been very close and satisfactory—satisfactory because our storages have kept stock dormant and in perfect condition. Still have some *Berberis Thunbergii*, *California Privet*, *Spiraea Van Houtte* and a few other items.

We want to thank our friends and customers for their co-operation with us. Without it such a satisfactory year would have been impossible.

## THE PROSPECT

for next season is bright. Young stock in the nursery has come through the winter in fine shape and now we are getting our records in shape so we may quote on your needs when you are ready. Our regular assortment will be available as well as some scarce specialties.

**Jackson & Perkins Company**  
Newark, - - New York State

The  
Preferred  
Stock

The  
Preferred  
Stock

## TO THE TRADE ONLY ROSES

### 2 Year No. 1 Budded

350 Alfred Colomb  
900 Baroness Rothchild  
600 Captain Hayward  
500 Columbia  
2000 General Jacqueminot  
1350 Gruss an Teplitz  
980 J. B. Clark  
1800 La France  
500 Los Angeles  
3200 Mad. Caroline Testout  
4000 Paul Neyron

*Many Other Popular Varieties*

We Like to Answer Letters

*Do You Want Our Additional Surplus and Prices on Roses?*

Usual Line of General Nursery Stock, Small Fruits,  
Nursery Supplies, Etc.

**Portland Wholesale Nursery Co.**  
971 Sandy Boulevard Portland, Oregon

**We grow young evergreens in large quantities and every tree we sell is raised from seeds in our own nurseries.**

If you are in need of lining out stock why not write for our wholesale trade list before placing your order. Our prices are low because we specialize in young stock.

COLLECTORS OF TREE SEEDS



THE

**North-Eastern Forestry Co.**

**CHESHIRE**  
**...Connecticut...**

Subscribers to "Nurserymen's Fund for Market Development."

## Princeton Products are Ornamental



Trees, Shrubs and Evergreens  
of high grade  
for the wholesale trade

**Princeton Nurseries**  
Princeton in New Jersey

May, 1922.

# PAINESVILLE NURSERIES



## THE STORRS & HARRISON CO.

NURSEYMEN --- FLORISTS --- SEEDSMEN

ESTABLISHED  
1854

PAINESVILLE, OHIO.

1200 ACRES  
45 GREENHOUSES

Subscribers to "Nurserymen's Fund for Market Development."

When writing to Advertisers please mention the National Nurseryman.

**J. H. SKINNER & CO.**

Topeka Kansas.

We offer Apple trees, Peach trees,  
Plum on Peach

**KIEFFER PEAR**

2 years, an unusually fine lot

**RHUBARB, MYATT'S LINNAEUS**

Divided roots. This is the true Myatt's Linnaeus, far  
superior to seedling stock.

**APPLE SEEDLINGS****JAPAN PEAR SEEDLINGS****FOREST TREE SEEDLINGS (1 Year)**

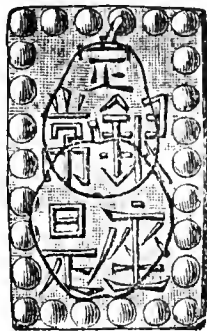
American White Elm  
Black Locust  
Honey Locust

**SHADE TREES**

A fine lot of Elm, Soft Maple and Ash

**SPIREA VAN HOUTTI**

One year, for transplanting  
Also 2 to 3 ft., and 3 to 4 ft. stock.

**PEACH****PEAR****PRIVET****ROSES****SHRUBS**

*In STORAGE in ST. LOUIS, MO., and in  
ROCHESTER, N. Y.*

Also Small Quantities Still Left in Our  
Storage Houses in Huntsville, Ala.

*Ask for list if you haven't received it.*

**THE HUNTSVILLE WHOLESALE NURSERIES, INC.,**  
HUNTSVILLE, ALA.

**A**  
**Complete Assortment**  
of  
**NURSERY STOCK**

Apple, Peach, Pear, Plum  
Cherry and Quince  
Small Fruits  
Ornamental Trees Shrubs  
Evergreens  
Paeonies Perennials  
Roses

**W. & T. SMITH COMPANY**  
Geneva, N. Y.

77 Years

1000 Acres

Write for special prices

**A Complete**  
**Variety of**  
**Nursery Stock**



60000

Norway and American Elm  
fine stock in car load lots or less



**C. M. Hobbs & Son**  
**BRIDGEPORT** - - **Indiana**



# The National Nurseryman.

FOR GROWERS AND DEALERS IN NURSERY STOCK

The National Nurseryman Publishing Co., Incorporated

Vol. XXX.

HATBORO, PENNA., MAY 1922

No. 5

## The Coming Convention

Next month will be convention month. C. A. Ilgenfritz, Monroe, Mich., was appointed chairman of a committee to make proper arrangements for it. He reports the Wolverine Hotel, Detroit, has been selected as headquarters.

From all accounts the coming convention promises to be one of the most important gatherings in the history of the Association. At this writing nurserymen are too busy filling orders and attending to their own personal affairs to think much about the convention, but as soon as their minds are relieved of the pressing business of their own affairs they will begin to take interest in what is going on in the trade at large.

Quarantine 37 is still a live issue. It does not seem to sit right. Its effect on the trade is now beginning to be seriously felt, and nurserymen are aware that it will be many years yet before the trade can properly adjust itself to the lack of foreign supplies. Last year the executive committee was instructed to work out a definite plan for closer co-operation between the American Association of Nurserymen and the State and District Associations. It is to be hoped some feasible plan will be presented that will obviate the duplication of effort and give a better driving force to accomplish good for the benefit of the whole trade.

Paul C. Lindley, Pomona, N. C., who by the way is vice president of the association and in line for the supreme honor of the presidency, is also chairman of the Vigilance Committee. Judging from his report of last year he will

be sure to have something extremely interesting to present at the coming convention; but perhaps the responsibilities of the high office which confronts him will reflect themselves in his report.

Harlan P. Kelsey, chairman of the Nomenclature Committee, will be able to report the work accomplished in producing the new official catalog of Standardized Plant Names.

Exhibits at the convention are rarely of noteworthy interest outside of the printers' and catalog exhibits. It is too bad this phase of the convention is not better developed for seldom does opportunity occur to bring to the notice of so many nurserymen things in which they may be interested.

Secretary Sizemore will no doubt give the final results of his work with the transportation companies looking towards the reduction of rate and revised classification. F. F. Rockwell will tell of the progress in Market Development and have data enough from results already obtained to prove the movement is entitled to heavier investment. All the above and other matters of course are to be expected, but it is the unexpected developments which occur at such a gathering that make history. The experience with the past few years will be a valuable asset in pointing the way of progress.

Whatever may be the interest that decides the nurseryman to attend conventions the one that draws the strongest is the pleasure of meeting and shaking hands with old friends.

### SECRETARY SIZEMORE WORKING HARD FOR A REDUCTION ON FREIGHT RATES

Charles Sizemore, Secretary and Traffic manager of the American Association of Nurserymen is working hard to secure a reduction in freight rates. He appeared before the Interstate Commerce Commission and presented argument as to why reduction should be granted.

He secured the cooperation of Prof. H. V. Gould, Pomologist, of the U. S. D. of A., and George T. Bell, lawyer and Interstate Commerce Expert in preparing a brief. Prof. Gould's statement to the commission makes interesting reading for nurserymen which was as follows:

I desire to call your attention to the fact that the nurserymen's business is not an end in itself. It is merely a beginning. He produces what may be correctly termed "raw material." The consummation of the nurseryman's business, the finished product, is the fruit that was on the breakfast table this morning, or that which goes into the apple pie awaiting consumption at dinner time tonight; or it may be the ornamen-

tal trees and shrubs which adorn the street or the park you most admire; and it is because of the beauty of that adornment that you admire it.

Very briefly I want to indicate the vastness of the fruit industry which is dependent on the nurseries for its normal expansion and for its perpetuation. The figures of the 14th Census and certain Crop Estimate figures are a means to this end. Of the deciduous fruits—apples, peaches, pears, and plums and prunes, there were on January 1, 1920, about 216,000,000 trees in bearing and about 73,000,000 trees not of bearing age.

Of the citrus fruits—oranges, grapefruit and lemons, there were more than 17,000,000 trees of bearing age, January 1, 1920, and nearly 7,000,000 not of bearing age.

Of our two leading deciduous fruits—apples and peaches—the 14th Census showed a decrease of about 36,000,000 bearing apple trees during the decade 1909-1919; and nearly 30,000,000 in the number of trees not of bearing age; a decrease of about 29,000,000 peach trees of bearing age and more than 20,000,000 in peach trees not of bearing age, as compared with the corresponding figures of the 13th Census. I hasten to say, however, that these very material decreases in both bearing and non-bearing apple and peach trees may not have as much significance as might appear from a purely statistical standpoint. For instance the decrease of a few millions of trees in home orchards, farm orchards, and other places where they are not cared for, has no very material affect on actual crop production; and it is assumed that a very considerable part of the

large reduction in the number of bearing apple and peach trees during the Census decade consists of such trees; including also the going out of many thousands of trees in commercially but unwisely planted orchards.

When we attempt to show the magnitude of the fruit industry, large numbers must be used. For instance, as nearly as I can estimate it the fruit crop is annually worth to the farmers of the country a half million dollars.

Something like 5,000,000 acres or nearly 8,000 square miles of land are devoted to fruits in bearing. This does not include the fruit trees not of bearing age. The crop requires something like 400,000 to 500,000 cars to move it to market.

A crop of 26,000,000 barrels of apples (the estimate approximate average annual commercial apple crop—not the total farm crop—for the past five years) if actually packed in barrels, and the barrels placed end to end would extend for a distance of more than 10,000 miles. To expand the industry, to maintain it even at a parity, the nurseryman is an essential factor; and if he plays the game fairly, as of course he does, whatever concerns the nursery industry is thereby a concern of the fruit industry.

This is illustrated in part by the large decrease in the number of apple and peach trees not of bearing age reported in the Fourteenth, as compared with the Thirteenth Census. The nursery business was affected by war conditions as was every other business. Material, labor—everything was high, and the prices of nursery stock have been correspondingly high. Then, too, they had frosts and freezes over in France where the most of the seeds are grown from which the French, and the American nurseryman as well, grows seedling apple stocks used in propagation; they also had frosts and freezes in the mountains of western North Carolina and adjacent regions where most of the peach pits come from that are used by nurserymen in growing peach seedlings used in propagation. As a result of killing frosts in France and in North Carolina, for several seasons, the nurserymen have had short supplies of very essential materials. This has had its influence on the price of apple and peach trees. The prices have been more than many prospective, or would-be, planters could or would pay.

In the present connection the trees not of bearing age are of particular interest. For instance, as nearly as I can estimate, there are planted annually:

|                           |                         |
|---------------------------|-------------------------|
| Of Apple trees .....      | 5,000,000 to 8,000,000  |
| Peach trees .....         | 5,400,000 to 10,000,000 |
| Pear trees .....          | 1,000,000               |
| Plum and Pear trees ..... | 1,800,000               |
| Citrus trees .....        | 1,800,000               |
| Grape vines .....         | 8,000,000               |

Here are an estimated 15,000,000 to 22,600,000 trees and perhaps 8,000,000 grape vines planted annually not to mention the lesser fruits and nuts such as cherries, figs, apricots, walnuts, almonds, pecans and others and all the tens of thousands of berry plants that are handled each year.

The point I would make is that the nursery is the fountain source of all this stream of 15 to 20 or 25 millions of fruit trees and unnumbered other fruit-producing plants. The fruit grower rarely produces trees for his own planting, but depends almost entirely on the nurseryman for them. Without the nurseryman's products the fruit grower stops planting. All these factors are inter-related and suggest how the nurseryman's interests are likewise fruit grower's interests.

H. V. GOULD,

Pomologist, U. S. Department of Agriculture.

## HEDGES

Hedges are so essential in landscape work, especially to divide the grounds of suburban development they have become a habit and are often planted where they are not needed. As nurserymen, we cannot find fault with that because it increases the consumption of our products. We could, however, do a little something towards relieving the monotony of the almost exclusive use of the California Privet.

True, it makes a very fine hedge, but there are other plants that could be brought to the front for hedge pur-

poses to the advantage of the nurseryman as well as the enhanced beauty of lawns and gardens.

Some localities look like checker boards, due to the absolute lack of originality in the planting that is done.

Nature aims to have no two things exactly alike. Much planting is done with the opposite aim, to have everything look as much alike as possible.

A little more diversity in hedges would help wonderfully in proving the nurserymen were progressive.

There are other kinds of privets besides the California Privet. The nurserymen know it, but it is safe to say the layman does not. He sees only California Privet hedges and never gives it a thought that other kinds of hedges are possible.

Sometimes the nurseryman gets a suggestion for a hedge from the plants growing in the nursery rows, but seldom puts the thought to a practical test for lack of time and opportunity.

Perhaps we should petition the Government Experiment Stations to set aside an acreage for "hedge test grounds," where one hundred feet or so of each kind of plant with hedge possibilities, may be planted as a hedge as an object lesson. We would then see the possibilities of other kinds of plants besides the privets, thorns and barberries, and their adaptability to different conditions and uses.

## THE PRIVETS AS ORNAMENTAL SHRUBS

We are so accustomed to thinking of the privets as hedge plants that their value as ornamental shrubs is often lost sight of.

Last summer the writer had an opportunity to view the collection in the arboretum of the late John T. Morris, Chestnut Hill, Pa., and was much impressed with their superior beauty when compared with many other shrubs much more frequently planted. They make a good showing in flower and fruitage, but it is their foliage which makes them so desirable.

Almost evergreen, they have a good appearance the best part of the year and they are so adaptable to all sorts of exposures and conditions of soil, it is a wonder landscape gardeners do not call for them more frequently.

The European privet is especially good. The bright shining fruit is borne in compact clusters which stand up well on the ends of the branches above the dark green, lustrous leaves and remain on the plants during the early winter months and after the dark green leaves have fallen. Formerly this was a common garden plant in the northern states and it is now sparingly naturalized in some parts of the country.

The privets are so amenable to shearing they are ideal plants for the so-called gardeners, who through force of habit, or some other reason, annually crop their flowering shrubs, destroying their natural beauty, and reducing their flowers to the least quantity possible. They could crop the privets to their hearts' content without such disheartening results but even the privets have a beauty that should not be marred by the shears.

Regel's privet has won a place for itself among orna-

mental shrubs, its pleasing drooping habit making it very useful for the foreground of plantings.

South of the latitude of Philadelphia *Ligustrum Japonicum* and *lucidum* have a limited use in landscape work, but not nearly so much as they deserve.

Where they are hardy they merit as free a use as the hollies and laurels receive in the English gardens as they give equally good effects.

The privets have so many points in their favor they deserve a little more exploitation by nurserymen and landscape gardeners.

Easily propagated, tenacious of life even in very uncongenial conditions, they will grow in city yards where most other plant life barely exists, rarely attacked by pests or disease and withal very ornamental. Planted on a lawn and grown as a single specimen their period of attractiveness is much longer than many of the flowery shrubs more commonly used in this way.

Many of the flowering shrubs are very beautiful while in flower, say ten days or two weeks; the balance of the year they have little to commend them, not even a pleasing habit of growth and do not compare at all with the ligustrums in this respect.

#### MAKE IT EASY TO DO BUSINESS

Selling goods at a profit is the aim of all good merchants and to do it successfully buying must be made easy. A very trifling thing will often influence the customer to buy or the reverse.

Of course if a person needs an article and must have it the sale is practically made before he orders it, but even under these circumstances other things being equal, it is more likely to be ordered from a source where it can be obtained with the least exertion.

Experienced store keepers are quite familiar with this fact and weigh very carefully the subtleties for and against the location of a store.

Sometimes one side of a street has a great advantage over the other or the entrance on the level, up steps or down steps and many other trifling influences slight in themselves make a large difference in the total value of the sales over an extended period.

Nurserymen do not have stores but the same laws are at work in their policies, catalogs, service or any other means by which they present their goods to the buying public.

How much easier it would be to sell fruit trees, if it were practical to sell them covered with ripe fruit, instead of a potential bunch of dry looking sticks, and perhaps what is a greater deterrent of sales is the knowledge of the buyer that he has to plant them or get some one else to do it for him. Of course this knowledge does not affect the enthusiastic gardener but it does affect the potential customer who has not yet acquired an interest in planting.

No figures are available to find out what proportion of nursery stock is sold direct to the consumer for him to plant himself as compared with that supplied and planted by nurserymen, jobbing gardeners, florists and other distributors who include planting service when supplying the stock.

Years of retail selling to the consumer has convinced the writer that a greater consumption of nursery stock depends on a greater and better planting service than is now in operation.

In spite of all the catalogs, books, propaganda and other means to arouse the interest of the public in planting these educational processes are too slow and uncertain to be really as effective as they should in developing a market for nursery products.

There are very many people who would like to have nice surroundings and yards and grounds tastefully arranged, but their interest is not keen enough to take up the study themselves or to overcome the inertia necessary to do the work themselves. A nurseryman's catalog or an article in the paper does not quite fill the bill. What is really required is someone to supply the plants and plant them. Practically all nurseries doing a retail business do planting to a greater or lesser extent, but the ability to do a very great amount is limited largely by the short period when it can be done and the impossibility of expanding the organization to take care of more than a limited amount of outside work in addition to that demanded on the nursery.

It would seem as if the most logical thing to do would be to encourage and develop the small landscape man or jobbing gardener as more efficient distributors of nursery stock. There is only one way to do it and that is to make it worth their while. Other lines of business in distributing their goods give their agents exclusive territory and helpful cooperation, and it would seem as if the distribution of nursery stock calls for development along this line. The idea of course is entirely apart from the nursery salesman who merely takes orders and delivers the goods. What is needed is cooperation of intelligent salesmen-planters who draw their stock from one nursery exclusively in their particular locality.

Annapolis, Nova Scotia, April 4, 1922.

National Nurseryman,

Flourtown, Pa.

Under present conditions a Canadian nurseryman is seriously handicapped when it comes to buying in the United States market. A one-sided bargain is rarely to be continuously repeated; your Quarantine No. 37 prevents me from shipping to the United States where I had a moderate amount of trade, but where, at present, there is so much "red-tape" that it no longer pays me to ship small orders; customers will not go to the trouble of complying with the law when their order is for but a few dollars; it has, practically, stopped me from shipping to the States.

Your Fordney tariff is another thing; it may not affect nursery stock particularly, but it does particularly affect the Canadian farmers who buy my stock.

Freight rates are so high that they come to more than the cost of the stock in many instances, and I can buy goods in Europe and get them here by ocean freight for a less price for freight than I can get the same goods for in the States. I used to buy quite largely of the late D. S. Lake, whose death I regret to learn of in the paper you

sent me. I can no longer bring goods those long distances and sell at a profit.

Exchange has been of considerable importance, although this is gradually coming back to normal.

One can never be sure that some strike on the railroad or a longshoremen's strike in some transfer city may not hold up your goods until they are spoiled. I lost a most valuable connection with a firm, the Thomas B. Meehan Co., through a strike that entailed unheard of expenses. Mr. Meehan blamed me for a condition over which I had no control. From his point of view he was thoroughly justified, but I was the purchasing agent for a large city corporation and had to do as they told me or lose their trade, and, from that time on, I have not bought a dollar in the United States. I thought that if I could not get on with as fine a firm as I knew the Thomas B. Meehan Co. to be, after nearly thirty years' connection, there was no use of trying further. Simply I am "sore" over a condition of affairs that no individual can control. If times ever return to anything like normal I will be glad to return to the United States for although I have spent a great many years here in Canada, I am a born American, in the good old state of Pennsylvania, and my affection for the land of my birth has not failed. I think this is one of the reasons I resent the present conditions. It keeps me out of my natural market and is an affront to my sentimentality.

I always enjoyed your bright paper and now it only irritates me to know what I am losing when I read it.

Yours truly,

E. R. CLARKE.

The National Nurseryman,  
Flourtown, Pa.

Dear Sir: In recent numbers of The American Nursery Trade Bulletin I have read with much interest Mr. Hanson's article, and the objections thereto of Mr. C. C. Mayhew, of Sherman, Texas.

Without going into a discussion of the merits and demerits of the replace question, I do wish to say that I have so much respect for Mr. Mayhew's good judgment that I am wondering whether he was really serious in proposing that the nurserymen should go to the state legislatures pleading for a law requiring a uniform contract between the nurserymen and their customers, and a bond guaranteeing their agreements, thus branding the entire trade, honest and otherwise, as either incapable or so dishonest as to require stringent regulations governing their dealings with the public.

The only reason so far advanced for such action seems to be an evident disagreement among our members as to the wisdom of a replace promise, and varying opinions as to an adequate and proper remedy, certainly a situation not serious enough to warrant an appeal for outside determination.

Why should contracts in our business require regulat-

ing any more than in the shoe, the clothing or any other line? Every trade has a few sharpers and crooks and existing laws apply. I believe there is just as large, or a larger, percentage of honest, fair-dealing, straight-forward men in the nursery trade as in any other line and I most strenuously condemn these constant expressions indicating that we are a bunch of rotten crooks and need a police officer in every office and every nursery, and that we should give bonds conditioned on the faithful performance of our obligations.

Further, I have strong doubts as to the constitutional value of any law attempting to interfere with the right of contract between citizens of a state, so long as such contracts are not against public policy.

Are we not regulated enough and too much already? We are blessed with a Federal Horticultural Board and with inspection departments in every state, and every year those officials are adding to our burdens and making it more and more difficult to do a general interstate business.

Don't let us be so foolish as to ask deliberately for further regulations and restrictions and by so doing confess that we are all so crooked that no honest man should deal with us. I am optimistic enough to believe that the great big percentage of men and women are honest and do business on straight-forward, honest lines.

As President Harding well said: "We want more business in Government and less Government in business."

Respectfully,

WM. PITKIN.

Rochester, N. Y., March 27, 1922.

## STABILIZING THE NURSERY BUSINESS

Editor National Nurseryman:

In your April issue the question of supply and demand of nursery stock and the problem of stabilizing the business are brought to attention by Mr. M. T. Nutt and last year's cotton crop is cited to show obstacles confronting the policy of maintaining a fair ratio between production and consumption.

Near the close of the year 1921 The Pacific Coast Association of Nurserymen, after a careful survey, found the prospective Italian prune tree list would likely produce about one and a half million trees for the 1921-22 season when the estimated normal demand required but little more than half that number. In response to a call for conference, nineteen nurseries interested met to consider the problem. Each firm volunteered to reduce, some a larger percent than others, the figures were definitely recorded and the total showed an average reduction of a little more than 30 per cent.

But the actual reduction was greater as proved by a second survey in the fall of 1922, showing approximately 850,000 Italian trees grown for the planters. The season is now closing with less than 10% of unsold stock on hand. The last survey also indicated that nurseries in the Yakima Valley were making up lists on apple for next season beyond a normal demand, based on past selling and planting records, on probable



increase both of local and distant available marketing districts. Ten nurseries, representing practically the acreage, responded for conference and when conditions were realized there was a prompt voluntary reduction in the proposed graft lists, averaging 25%. No "arbitrator" but each firm chose independently the amount and announced definitely the reduction made.

The nurserymen of the Pacific Coast realize, from past experience, that the policy of maintaining some definite degree of equilibrium between supply and demand is one of the essential fundamentals for cooperation, because so long as they propagate blindly total productions may reach 50% or more than can be sold or held over resulting in waste of energy and general losses, striking first the smaller nurseries, less able to cope with the situation, demoralized marketing conditions follow affecting all, then cooperation is out of the question. Surveys also reveal in what classes of stock there is likely to be less than is required by the planters and modifications to meet such conditions may be made in good time.

The proper market value of nursery stock is the total costs of growing and maintenance of the business with reasonable profit margin added, modified by the demand of planters. The problem then is to take into account every item entering into the cost of production, to determine prospective demand each year in advance and to adjust the total plants of nurseries accordingly. Solution is possible because nurserymen will cooperate under a practical system for that purpose. The expense of carrying out this program, amounting to a fraction of a cent per tree on the Pacific Coast, is one of the items to be included in the costs of production and selling prices because it is one of the essentials to maintain a dependable supply of trees for the planters. In the case of the cotton growers their policy was sound but, evidently, their system was defective.

Members of the Pacific Coast Association are lined up over their own signatures, for fair play, guaranteeing a square deal to customer, competitor and supplier. Betrayal of confidence is unpopular and will become increasingly so. The way of the perpetrator will become harder each year.

C. A. TONNESON,

Executive Secretary.

Pacific Coast Association of Nurserymen, Burton,  
Washington.

Birmingham, Ala., April 10, 1922.

Editor National Nurseryman,

Flourtown, Pa.

Dear Sir: On March 7th, a medium-sized man of rather delicate appearance, apparently of good breeding and refinement introduced himself as "J. B. Corl, of The Berry Hill Nursery of Harrisburg, Pa.," and appealed to me in distress for some financial assistance. He stated that he had been South attending Mardi Gras at Mobile and New Orleans, accompanied by his wife, who was in bad health, and while in Mobile, after a sight-seeing trip on one of the sight-seeing omnibuses he had been robbed of all the money he had in his bill fold with the exception of enough money to get to Birmingham, where he hoped to find an old friend who had been engaged in the grain

business and whom he knew in Harrisburg some years ago. On his arrival in Birmingham he failed to locate this friend. He stated that he had wired to The Berry Hill Nursery for sufficient funds to get him home and did not have enough money to buy food.

The writer talked with him at length, sounding him out as to his acquaintance in the nursery trade and from his answers he represented himself as a man of good standing, as he seemed to have a pretty good acquaintance with the nurseries all over the country, knew quite a little about the nursery business, spoke of personal acquaintance with several people in Harrisburg whom the writer knew. On the strength of this we loaned him \$25.00, to be returned as soon as he received funds from Harrisburg. Up to date we have heard nothing further from him. On March 30th we wrote The Berry Hill Nursery, O. P. Beckley and J. Horace McFarland whom he had mentioned as knowing intimately. All of these parties now report that he is a fraud, that there is no one by that name connected with The Berry Hill Nursery, and that we have been victimized.

This man as stated, is of rather small structure, apparently about fifty years of age, bald headed, teeth somewhat irregular and prominent, rather sallow complexion and a nervous timid manner.

Please warn your subscribers to be on the lookout for him and any one connected who can be detained. We are willing to spend some money to prosecute him as we believe some steps should be taken to prosecute a man going around victimizing nurseries and florists.

Yours very truly,

FRASER NURSERY COMPANY.

Per O. W. Fraser.

#### STARTING FERN SPORES

Fern spores, as everybody knows, are produced in great abundance and yet new fern plants are not usually numerous. There are many vicissitudes in the life of a sporeling and few come to maturity. The spores are so exceedingly minute and the conditions for growth are necessarily so exacting that young plants are easily discouraged. Those who grow ferns from spores find that great care must be taken in preparing the soil. Usually it is sterilized by baking and even then other low forms of life may overrun the young plants before they fairly get started in the world. Often the spores are sown on a block of peat which is kept moist and sheltered from the sun and wind. Noticing how frequently sporelings are found on the outside of the flower-pots in the greenhouse, some growers stop up the hole in the bottom of a pot, fill the pot with water and sow the spores on the outside. The water seeps through just fast enough to give the proper amount of moisture. An improvement on this method is to hollow out one side of a soft brick and fill the hollow with sterile soil upon which the spores are sown. The brick is then placed in a saucer of water and "kept close," as the grower phrases it. This method of growing plants may also be followed in the case of minute seeds which are difficult to start in ordinary seed pans or flats.—*American Botanist*.

# The National Nurseryman

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United States, Canada and Europe.

AWARDED THE GRAND PRIZE AT PARIS EXPOSITION, 1900

## SUBSCRIPTION RATES

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| One Year in Advance .....               | \$1.50 |
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Advertising rates will be sent upon application. Advertisements should reach this office by the 20th of the month previous to the date of issue.

Payment in advance required for foreign advertisements. Drafts on New York or postal orders, instead of checks, are requested by the Business Manager, Hatboro, Pa.

Correspondence from all points and articles of interest to nurserymen and horticulturists are cordially solicited.

Photographs and news notes of interest to nurserymen should be addressed, Editor, Flourtown, Pa., and should be mailed to arrive not later than the 25th of the month.

Entered as second-class matter June 22, 1916, at the post office at Hatboro, Pennsylvania, under the Act of March 3, 1879.

Hatboro, Pa., May 1922

**TRADE WHOLESALE AND RETAIL PRICES** Looking through the various catalogs that come to this office one cannot help be impressed by the lack of uniformity in percentages from the retail price that are allowed the trade.

These range from nothing up to 50% or more even with firms that cater both to a wholesale and retail trade.

A very common percentage offered is 20%, yet the very nurseryman offering it knows that he would not attempt to handle nursery stock at such a percentage except in an emergency to complete an order.

There is only one possible interpretation for such a price, namely the nurseryman is catering to the retail trade and sells to the trade as an accommodation only.

Other nurseries again allow varying discounts according to the item, indicating they want to make all the profit on the things they can sell themselves but are willing to let the retailer make a little on their surpluses.

It is quite proper for any nursery firm to decide its own policy of doing business, but foolish to expect to build up a business with the dealer and jobbing gardeners unless it enables them to prosper.

It is extremely difficult to sell fairly to the trade and the consumer.

There are really three sets of prices in the nursery trade:

Retail prices for the small consumer buying small quantities.

Wholesale prices for the large estates, orchardists, landscape gardeners and those who buy in large quantities.

Trade prices for the nurserymen and dealers who buy to sell again.

Some firms sell to all three, others to the two last and very few confine themselves strictly to the trade.

This fact is one of the prime causes of instability in prices and causes some of the dissatisfaction that finds outlet at the conventions and on other occasions.

Comparing the nursery trade with other lines of merchandising, some nurseries are the manufacturers, jobbers, wholesalers and retailers all in one, besides taking in a side line of professional landscape gardening to help them dispose of their products, so it is no wonder the ethics of the business are a little involved.

The nurseryman would be scarcely human if he could act fair to all at the same time, especially if he does not know his costs in each capacity.

There is an all supreme law or power at work that will straighten things out for us, if we do not do it ourselves.

The large growers who are also retailers and try to monopolize the business and who do not serve well the small retailer merely encourage the small nurseryman to grow for himself what he cannot buy to sell at a profit.

Monopolies are impossible when the source of supply is uncontrollable.

Leaders in the trade should lay down policies to govern the trade that are based on fairness to all to gain enough adherents to insure success.

**CONFERENCE ON QUARANTINE 37** The conference which is called by the Federal Horticulture Board to meet at ten A. M., May 15, 1922, at Washington, D. C., will be a very important one. It is for the purpose of considering the advisability of any modifications—additions to or reductions from—the classes of plants permitted entry under permit for immediate sale under Regulation 3 of Quarantine 37.

Quarantine 37 has a good many supporters in the nursery trade. It would be difficult to decide without a vote whether the majority would be for or against the Quarantine as it is now administered, although it is fairly certain that those in favor of returning to the days of unlimited imports would be very much in the minority.

All business is essentially selfish and of course each nurseryman would like the privilege of importing such stock as is not readily procurable in this country, and it does seem as if some branches of the business were favored with the special permits over others. The nurserymen who applied for a permit to import Norway maples failed to impress the Board with their evidence that there was a shortage in the country and that it was necessary to import seedlings in advanced maturity to supply the shortage.

The Board took the stand that Norway maples could be grown in the United States and the country must wait for them even if it took six or eight years to satisfy its needs.

Perhaps the one thing more than any other that creates controversy and dissatisfaction is the feeling that the Federal Horticulture Board exceeds the powers given to it by the law which brought it into existence, when it put in operation Quarantine 37.

To the understanding of the average layman, the bill does not give the Federal Horticulture Board power to put in operation a blanket quarantine, such as Quarantine 37, against all imports of nursery stock, and then give permits for special items.

Section 8 of the bill says:

“That whenever, in order to prevent the introduction

from any foreign country into the United States or any of its possessions of any tree, plant or fruit disease, or of any injurious insect, new or not heretofore widely prevalent or distributed within and throughout the United States, the Horticultural Commission shall determine it is necessary to forbid the importation into the United States or any of its possessions of nursery stock, or of any class of fruits, vegetables, bulbs, plants, and seeds from a country where such disease or insect infestation exists, it shall promulgate such determination, *specifying the country and district and the class of nursery stock* or the class of fruits, vegetables, bulbs, plants, or seeds, which, in the opinion of the Commission should be excluded."

The intention of the law was to protect the United States from invasions of pests and diseases.

The influence governing its decisions seem to savor largely of the economic ones connected with protection and free trade. The hearing should bring out many points of interest and it is to be hoped the decisions reached will help to crystallize opinion as to what is best for the majority.

April 23th, 1922.

Editor National Nurseryman,  
Flourtown, Pa.

Dear Sir:

With regard to the May 15th F. H. B. Conference at Washington, there seems to be a notion on the part of some nurserymen, particularly Western nurserymen, that the florists want Quarantine No. 37 lifted on Nursery Ornamentals such as shrubs, evergreens, vines, trees, etc. This is a mistaken idea which I wish to correct in behalf of the florists.

No doubt some nurserymen are benefitted by the exclusion of imports of such ornamentals, but whether the nurserymen wish the Federal Horticultural Board to continue to exclude such stock is for nurserymen to decide for themselves—the florists will have nothing to say on that subject at the conference. On the other hand the florists want the right to freely import such stock as orchids, *Dracaena cane*s, foreign bulbs, palm seeds, *Araucarias*, none of which any nurseryman uses, so the nurserymen should not unwittingly block the plans of the florists for redress.

The F. H. B. is composed of entomologists and plant pathologists so uses the term "Nursery Stock" in the inclusive Government or U. S. Customs sense. A clear differentiation should be made at the conference between florists stock and nursery stock as understood in trade circles, so as to avoid continued confusion and the conflict of quite different interests.

Yours truly,  
JAMES McHUTCHISON, *Chairman*.

Committee on Tariff and Legislation of the American Florists and Ornamental Horticulturists: James McHutchison, Chairman, New York; William F. Gude, Washington, D. C.; Leonard Vaughan, Chicago, Ill.; J. D. Eisele, Riverton, N. J.; F. R. Pierson, Tarrytown, N. Y.; A. L. Miller, Jamaica, N. Y.; H. F. Michell, Philadelphia, Pa. Office of the chairman, 95 Chambers street, New York.

## NURSERY SALESMEN

Hicks' salesman called again, wearing his spring-summer suit of grey-blue, with furnishings to harmonize with the make-up. He shines so much it hurts the eyes.

A representative of J. Hicks & Son, Westbury, L. I., may always be expected to give an original and interesting presentation of his goods. "Home Landscapes" is his line of talk on this visit.

No, he does not have keyed plans to show customers how to do their own landscape work, but rather talks from the angle of "Let us do it for you," and presents impressionist pictures to create a desire such as "Ladies taking tea in a garden among beautiful flowering dogwoods" or "children being brought up in delightful surroundings."

He caters to the impatience of those who do not wish to wait for a tree to grow, by promising a large tree, fifteen to thirty feet high, in full leaf, on your lawn within a week and tells you how it is done.

An interesting list of rare plants and a novel tabulated arrangement of hardy perennials showing season of bloom and height is one of his selling points.

Mr. General Price List, Naperville Nurseries, Naperville, DuPage Co., Ill., visited last week. Fifty per cent. off to the trade is his first statement in no uncertain tone.

He presents a very good list in good quantity and in well developed grades.

To those who were accustomed to pre-war prices in lists calling on the trade the first impression is "high prices," one is apt to forget for the moment the opening statement of 50 per cent. off.

Analysis proves them very reasonable and founded on a policy that should encourage and help that important group of distributors of nursery stock such as jobbing gardeners, florists and dealers.

With such a source of supply they can make their estimates and contracts with their customers with assurance they will make a profit.

The impression left by his call is "a square deal" and "live and let live."

Calling on the consumer from Poughkeepsie Nursery Co., Poughkeepsie, New York, a clean-looking, unassuming salesman dropped in.

Presents his stock in good form and gives a good impression of the firm he represents.

Offers a good collection of hardy perennials.

"Service" seems to be the point he is most anxious to impress on the customer.

Incidentally he told us the new offices on South Road are completed and nursery stock planted around them.

All the way from South Africa. H. E. V. Pickstone & Brother, Ltd., Simondium, Cape Province, send their representative. He had traveled far but arrived looking as fresh as a daisy.

A clean linen duster is the general effect of the cover, being a high grade manilla paper, thin and tough.

An aviator's photograph of the nurseries is presented, showing immense acreage.



Fruit trees offered include many American varieties as well as Australian, European and native African. Citrus trees are offered in three grades, all others in only two and none over three feet in height.

His visit gives lots of food for thought as the presentation of goods and nursery methods show a development along lines quite distinct from our own, being adapted to a country that is distinctly different.

The last page shows a winter scene of Washington street in our own New York with the snow piled up, showing fruit arriving from these far-off nurseries and orchards.

A correctly dressed salesman, quiet and in good taste, calls attention to Hill's evergreen introductions of the D. Hill Nursery Co., Inc., Dundee, Ill.

This salesman in calling attention to the new introductions of the firm also pointedly calls attention to the policy of his firm of co-operation with the trade. He shows reprints of advertisements proving it.

Salesmen from the D. Hill Nursery Co. have an advantage. They talk one group of plants only, making their firm's name synonymous with evergreens.

An aristocrat among salesmen was welcomed at the editorial office the other day from the famous orchid growers, Charlesworth & Co., Haywards Heath, Sussex, England.

Of course this salesman only makes a point of calling upon those who are interested in and have facilities for growing this group of beautiful flowering plants.

In a suit of brown and gold he is gotten up to be in harmony with his exclusive line and clientele.

After a brief introduction he presents his high-class goods in a very dignified and technical way. Descriptions are not given but pedigrees and prices are. What would otherwise be a monotonous tabulation of the different genus of orchidaceae is enlivened by five beautifully done, colored plates of new hybrid orchids, and an illustrated paper by Captain J. Ramsbottom, of the British Museum concerning the relation of Fungi and Orchids.

This paper has a bearing on the pure culture method of raising seedling orchids, Charlesworth & Co. being the only commercial firm using it.

We are grateful for his visit because he proves that while the wonderful progress in the development and raising of these plants may have been retarded, it was not stopped by the war.

If there is one visiting salesman more welcome than another at this office it is one offering specialties.

Water-Lilies and water plants from Independence Nurseries, Independence, Ohio. A plain white cover with *Nymphaea daubeniana* in color on the front and *Nymphaea* "William Falconer" on the back. There is no pun attempted with the name of the first mentioned colored reproduction; it is well done, and by the McFarlane Publicity Service, Harrisburg, Pa.

Even if those receiving a visit from this salesman were not interested in water plants they would linger in saying "good bye" and showing him the waste basket.

We have one little suggestion to offer this salesman, in

presenting his goods, namely, to include the Japanese and Siberian Irises in with the plants that have water associations and put the German and pumila Iris among the garden plants.

These latter Irises are often misplaced in landscape work. Their's is a dry land association.



F. H. STANNARD

We regret to have to announce that F. H. Stannard, President of F. H. Stannard & Co., Ottawa, Kan., died March 30th. Mr. Stannard was well known to the trade and a regular attendant at the conventions of the National Association, serving on the Arbitration Committee. His death will cause much sorrow among his many friends in the nursery trade where he has been so long and favorably known.

#### LIMING FOR SOIL IMPROVEMENT

Lime in the soil is an important means to an adequate supply of organic matter and to a proper supply of cheap nitrogen. Organic matter is the backbone of a soil and main storehouse of soil nitrogen. The enriching effect of plowed down clover is common knowledge. But the practical problem is to obtain the clover growth. It is declared by the research agronomist, and affirmed by the practical farmer, that the largest stumbling block to clover success is lime-deficiency of the soil. The truth of this is better realized when one considers that 7 acres out of every 10 of our tillable land in the humid region need lime. These figures represent the average of the estimates of state experiment stations.

A good legume crop plowed under supplies sufficient plant food to produce two or three cash or cereal crops, at the same time leaving the soil in a stronger condition. The beneficial effect of consistent use of lime on needy soils is cumulative.

Liming makes for better utilization of organic nitrogen. It promotes the conversion of crude nitrogen into assimilable form for grain crops. Non-legumes prefer their nitrogen in the form of nitrate, which is produced more abundantly under condition of a good lime supply.

Liming makes heavy soils more easily tilled. It lends a more permeable seed-bed, and affords the crop a larger and even water supply, as well as lessening the bad effect of drought.

The so-called "heavy" soils are most in need of physical improvement, and reflect the beneficial effect of lime in their looseness and friability. The silt loams, the clay loams, the silty clays and the clays are the classes that are improved. These classes collectively constitute 47 per cent. of our farm area, according to the United States Soil Survey. Over a large part of this area, the need of lime for this purpose is acute. It so happens that in a great majority of cases, the soils, which need physical improvement are also acid and require lime for that reason also.



# You Want What You Want When You Want It

We Can Give You Prompt Shipment on Our Full Line

## SPECIALS

Assorted APPLE, PEAR, CRAB, CHERRY and PLUM in three grades.

Fine lot of PEACH, 7-16 in. 4-5 ft., 5-16 in. 3-4 ft. Prices right.

Also QUINCE and APRICOT.

## Ornamental Trees

GOOD ASSORTMENT

NORWAY MAPLE, 12-15 ft.; SILVER MAPLE and CAROLINA POPLAR, several grades.

BECHTEL'S CRAB, 2-3 ft.

## Evergreens

Good Assortment. Also nice lot from pots for bedding out.

## Hedge Plants

BARBERRY Thunbergii, 12-18 and 18-24 in., 3 yr.

PRIVET, California, Amoor River, North and Ibota, several grades, and graded right.

## Planting Stock

BARBERRY Thunbergii Seedlings, 2-3 in., 3-6 in., and 12-18 in.

AMPELOPSIS Veitchii Seedlings.

Wichuraiana ROSE SEEDLINGS, three grades. Fine lot

## Small Fruits

Fine Assortment: Nice lot of CONCORD GRAPE, CHERRY, FAY'S and PERFECTION CURRANTS, GOOSEBERRIES in Houghton and Red Jacket.

## Ornamental Shrubs

Good assortment and well graded.

## Specials

FORSYTHIA intermedia, and viridissima.

HONEYSUCKLE, rosea, 3-4 and 2-3 ft.

LILAC, white and purple, in 2-3 ft. and 18-24 in.

SNOWBALL, Common, 12-18 in. Also dentatum, H. B. Cranberry, Sieboldii and tomentosum, in different grades.

SPIREA Vanhouttei, 3-4 and 2-3 ft., and 18-24 in. strong grade. Also SPIREAS in six other varieties.

SYRINGA coronarius, 2-3 ft.

SYRINGA, Golden, 8-12 in.

## Climbing Vines

In AMPELOPSIS, EUONYMUS VEGETUS, HONEYSUCKLE and MATRIMONY VINE.

CLEMATIS paniculata, 2 and 3 yr.

## Roses

Excellent assortment in H. P. and H. T., both budded and own root, in three grades.

Fine lot: Frau Karl, Kilarney, Magna Charta, Persian Yellow, Soleil d'Or and Thos. Lipton.

Climbers in American Pillar, Climbing Baby Rambler, and Tausendschoen. Also a few other leading kinds. Two grades.

*Watch for our next bulletin, giving grades and prices—you will get it in a few days. If you are not on our mailing list, write for bulletin. Many scarce items are listed.*

## FORCING ROSES

FULL LINE. Baby Ramblers will be scarce next season, but we have a fine lot. Our Magna Charta are second to none, and we have a large number coming off next Fall. Write for prices.

## RUSH ORDERS RUSHED

**C. R. BURR & COMPANY**  
MANCHESTER (Telephone, 281) CONNECTICUT

*We Sell to the Trade Only, Will You Please Use Printed Stationery*

### QUESTION AND ANSWER COLUMN

Will you please give me the name of the inclosed specimen? I found it growing in the woods. It is a bush about five feet high. Z.

The branch you sent is the leatherwood or moosewood, *Dirca palustris*. Perhaps you noticed how tough it was, hence its name leatherwood. The wood is very brittle, but the bark is remarkably tough and was used by the Indians for tying purposes. It bears small light yellow flowers which come out before the leaves. An interesting native plant but rarely met with in nurseries.

What form of lime would you recommend using for sour ground? A. L.

All commercial limes are good and it usually is a question of costs which decides preference. The chemists tell us that ground limestone is better than slaked lime because it is insoluble except when in contact with the carbonic acid in the ground which is the cause of it being sour. When ground limestone is put on sour ground the carbonic acid reacts with it forming a soluble limestone and removing the acid from it, thus there is no danger of the plants being burnt as they will only get the lime as long as the ground is sour.

If slaked lime is used, which is always soluble, it overpowers the weak acids, making the soil sweet again, but the plants still get it after it is no longer needed, sometimes burning them.

What is the proper time to sow evergreen seeds?

C. B. H.

As a rule most seeds of evergreens should be sown in the spring. It is however very important to keep them in proper condition during the winter. A good plan is to mix them with dry sand and keep them in a cool room until they can be sown.

Mice and other vermin are especially fond of them and steps will have to be taken to prevent these pests getting at them even while in storage or after they are sown. A good plan is to make the seed beds three feet wide and if your ground is heavy and apt to bake and dry lighten it up with leaf soil, sand, humus or such material. It is also very important to shade the beds while the seed are germinating and until the young plants get strong enough to stand full sunshine.

### FOREIGN PLANTS INTRODUCED

More than thirty countries are represented as sources in a recently published list of seeds and plants introduced by the United States Department of Agriculture from July 1 to September 30, 1917. This inventory, No. 52, contains descriptions of 285 plants, a comparatively small number, as at that time—during the war—the shipping of seeds and plants was almost at a standstill.

In this list of plants introduced by a number of agricultural explorers are many that may prove to be of great value to American farmers and stockmen. In view of the success of such former introductions as Rhodes grass and Sudan grass, four new forage grasses from New South Wales and a collection from the Belgian Kongo should be of special interest. Tropical horticulturists may find

something of value in various fruits introduced from Guatemala, especially a large form of avocado known in that country as coye. Although flavoring plants are not much used in most parts of this country, people in sections where it may be grown may be interested in a tropical vine that imparts the flavor of oysters to milk or potato soup.

Other plants in the new list are house palms that take on a graceful form while very small, hardy palms with showy edible fruits from Argentina, a tropical black walnut from Porto Rico that may have possibilities for timber production, a flowering cherry from Japan that may be grown in the Adirondack region, a tree from Java that has nodules embedded in the leaves that collect and fix nitrogen from the air just as is done by the nodules on the roots of legumes.

### \$9,000,000 FOR FREE SEEDS

In 1839 Congress gave \$1000 to the Patent Office for the purpose of procuring and distributing seeds of "rare and improved varieties" and for gathering agricultural statistics. From this innocent beginning has been built up the great annual free distribution of seeds by Congressmen, which is a monstrous and notorious graft. In the last forty-five years it has cost the taxpayers nearly \$9,000,000.

What it amounts to is a privilege accorded to Congressmen of distributing prize packages among their constituents free of cost to themselves. This, of course, is valuable from an electioneering point of view, each representative being thus enabled to indicate a remembrance of his constituents individually without spending a cent. He does not even pay the postage, but merely furnishes the requisite addresses bearing his frank. Uncle Sam does the rest. The sincerity of Congressmen in their remarks favoring economy will meet with a crucial test when this item comes up for consideration in the agricultural bill.

Secretaries of the Department of Agriculture, one after another, have protested against this graft; but in vain. From year to year the appropriation for the purpose has been made larger. In 1896 it rose to \$80,000. In 1911 it was \$289,690. Secretary Meredith, a year ago, urged that it be cut out. The response of Congress was a further increase to \$360,000, which is the amount spent during the present year for free seeds. There is no pretense that the seeds are of any real use to anybody. How could they be? The individual recipient gets five little packets, the contents weighing altogether about two-thirds of an ounce. They are common vegetable or flower seeds—cabbage, cucumber, squash, turnip, tomato, or nasturtium, mignonette, etc.

Each Congressman is entitled to his "quota" of so many thousand packages. If he comes from an urban constituency he may, and often does, exchange his seeds for public documents which an agricultural member hands over to him as a "swap." Brokers have done a profitable business in Government seeds, buying up quotas entire, and, with cellars full of them, selling them to Representatives at one-fourth their cost to Uncle Sam.

PEARS, Standard and Dwarf.

RASPBERRIES, Plum Farmer, transplanted.

NORWAY and SUGAR MAPLE, Sizes 1½ to 2½ in.

SUGAR MAPLE, 5 to 7 feet, once transplanted, for lining out.

EUROPEAN SYCAMORE—Several fine blocks.

PIN OAK and RED OAK—Sizes 6 to 12 feet.



### EVERGREENS

RETINOSPORA Picifera Aurea, Plumosa and Squarrosa. Sizes up to four feet.

NORWAY SPRUCE—Sizes up to 6 feet.

AMERICAN ARBOR VITAE—Fine block 3 to 5 ft.

*Good supply of many leading varieties of shrubs.*

**W. B. COLE**

Painesville, - - - Ohio.

# RAFFIA

Dependable Brands

RED STAR XX SUPERIOR  
AA WEST COAST ARROW

Bale Lots or Less

## LILY BULBS

AURATUM RUBRUM  
MAGNIFICUM GIGANTEUM

All Hardy Varieties in Case Lots, 8-9", 200 per Case; 9-11", 150 Per Case

## BAMBOO CANES

NATURAL, 5-12 ft. Japanese or Domestic  
DYED GREEN in 18" to 3½ ft. sizes

Bale Lots Only

FRENCH FRUIT and ROSE STOCKS  
PALM SEEDS

*Write for Prices, Specifically Stating Your Requirements*

**McHUTCHISON & CO.**

95 Chambers Street New York City

## L. R. TAYLOR & SONS

Topeka, - - - Kansas

FOR FALL 1921

A Fine Lot of  
APPLE SEEDLINGS

FRENCH PEAR SEEDLINGS

—ALSO—

Apple Trees

Peach Trees

Pear Trees

Cherry Trees

Forest Trees

Grape Vines



THE FLOWERING CRABS  
(Maluses)

The Flowering Crabs have few rivals among the gorgeous spring-flowering trees and shrubs. At the Arnold Arboretum one of the important events of the year is the blooming of the Crabs followed by the showy fruit.

Of easy culture, and planted singly or in masses, give remarkable and *quick* results. While beautiful on the small lawn, Flowering Crabs are used to the greatest advantage on a large scale in woodland and other mass plantings, as are Dogwoods and Hawthorns. No group of plants has greater value than the Maluses for enlivening open forest parks and country roadside; they present striking effects when planted on parking strips of boulevards or wide city streets.

BOXFORD-HIGHLANDS NURSERY offers the finest varieties. Flowering Crabs are quite scarce and orders should be placed early.

Send for Catalog of Hardy Rhododendrons, Azaleas, Kalmias and Specimen Evergreens. *Usual Trade Discount.*

ADDRESS

HARLAN F. KELSEY, Owner  
Hardy American Plants Salem, Massachusetts

Formerly the seeds were put into the envelopes with spoons by a large force of girls. Now machines are used which fill and seal the packets automatically, each machine turning out from 25,000 to 35,000 a day.

*Phila. Ledger.*

### SHORTAGES

At this season of the year the nurseryman when filling his orders, is often acutely reminded there are shortages in certain lines of stock in his nursery, and makes mental notes or the other kind, to remedy them for another year.

His efforts to do so often reveal they are scarce in other nurseries too.

When this condition reveals itself in other lines of merchandise, conditions are soon remedied. Manufacturers soon speed up production to supply the demand. We had a good illustration of this during the war in ships, guns and everything necessary to carry on the war, what previously took months to produce under the stress of necessity was produced in weeks or even days.

If the war had been fought with bearing apple trees or a general line of nursery products, it would have been a different story. It is true the production of nursery stock can be increased to any extent as regards quantity, but in time of production only to a very limited degree.

All the labor, science and wealth of the world cannot produce an eight year old tree in less than eight years.

It is perhaps a foolish kind of statement to make because it is a fact that is patent to everyone. Yet our crude, hand to mouth system of supplying the demand, or perhaps it would be better to say "needs" of the country in nursery products, would indicate there was an unlimited supply somewhere, or else they were among the unessentials and could be done without if there was none available.

Some might argue that shortages are good things, they tend to raise prices and create an urgent demand. They may in some items essential to life, but they are a poor thing with which to develop a market.

A large steady consumption is best insured by a great popular interest and desire which is readily satisfied.

Supply precedes demand.

### A DANGEROUS PRACTICE

Independence, Kansas, February 8, 1922.

Editor National Nurseryman,

Flourtown, Penna.

Please permit me to call the attention of your readers to the dangerous practice of throwing boards down with nails sticking from them, and leaving them laying around, a constant danger to barefoot children or anyone with worn thin shoe soles.

This is a very common habit and causes many deaths from Tetanus or Lockjaw unless attended to promptly and skillfully.

BETTER BE SAFE THAN SORRY

Yours truly,

A. L. POTTER.

### NEWS NOTES

A committee on arrangements of the American Association has secured the Wolverine Hotel, Detroit, Michigan, as headquarters for the convention, June 21-23.

A recent inquiry in the National Nurseryman for graft wrapping machines brought out the information that it was invented by W. H. Bell, now manager of the Huntsville Wholesale Nurseries, Huntsville, Ala.

Mr. Bell sold his right in the machine to Homer L. Read, Louisiana, Mo., who now manufactures them.

### New York State Certificates

Owing to the fact that the statute pertaining to nursery investigation has had amendments made to it, certificates which will be issued after the first of September, 1922, will be materially changed.

Nurserymen having large quantities of printing made in advance of their requirements will be interested in this change and should get in touch with George W. Atwood, Director of Bureau of Plant Industry, Albany, N. Y.

W. Pfaender, Jr., New Ulm, Minnesota, claims to have a wonderful new pear seedling especially adapted for the Northwest.

The tree stands exposed to the full sweep of the north west winds and has never frozen back an inch in 17 years. It has proved itself blight proof where named varieties standing near have died from the blight.

The fruit is as large or larger than Bartlett, golden yellow in color when fully ripe and of good flavor.

It was exhibited at the Minnesota State Horticultural Society, December 9, 1920 and was pronounced A1 quality in every respect.

Small trees will be available next fall and spring under the name of "Mendel Pear."

### GOOD BUSINESS

The shortage of hardy plants and gladiolus bulbs in general is noticeable now every day. Last summer's dry, hot spells certainly took their toll in our line and the winter has not been the most favorable either.

Conditions in the field, for shipping plants, have been deplorable at times this spring, even last night we had a good load of soft snow, which of course has almost disappeared, but just the same it causes a day delay and makes the field bad.

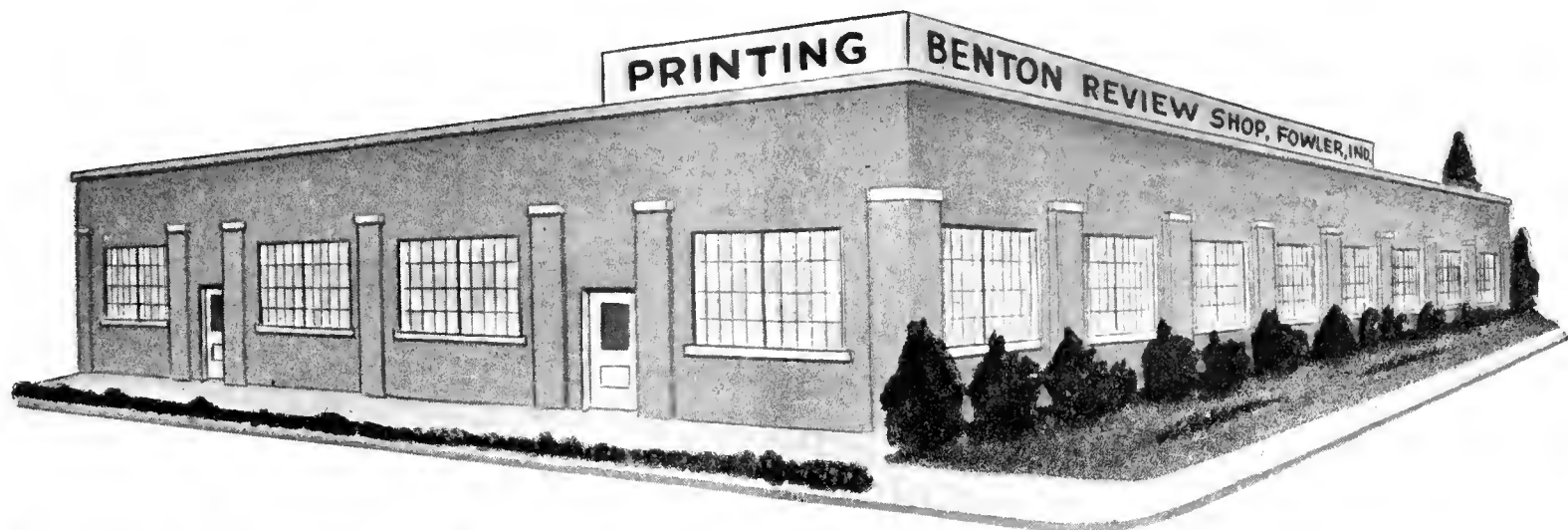
Notwithstanding these conditions, we have been keeping up very nicely with the orders that have been pouring in since February.

Thus far our business shows an increase of better than 100 per cent. over last year's total. We are satisfied.

All advance orders for gladioli have gone out now. We have a fine stock of the leading varieties on hand yet, but indications are that we will be sold out sooner than other years.

WELLER NURSERIES COMPANY, INC.





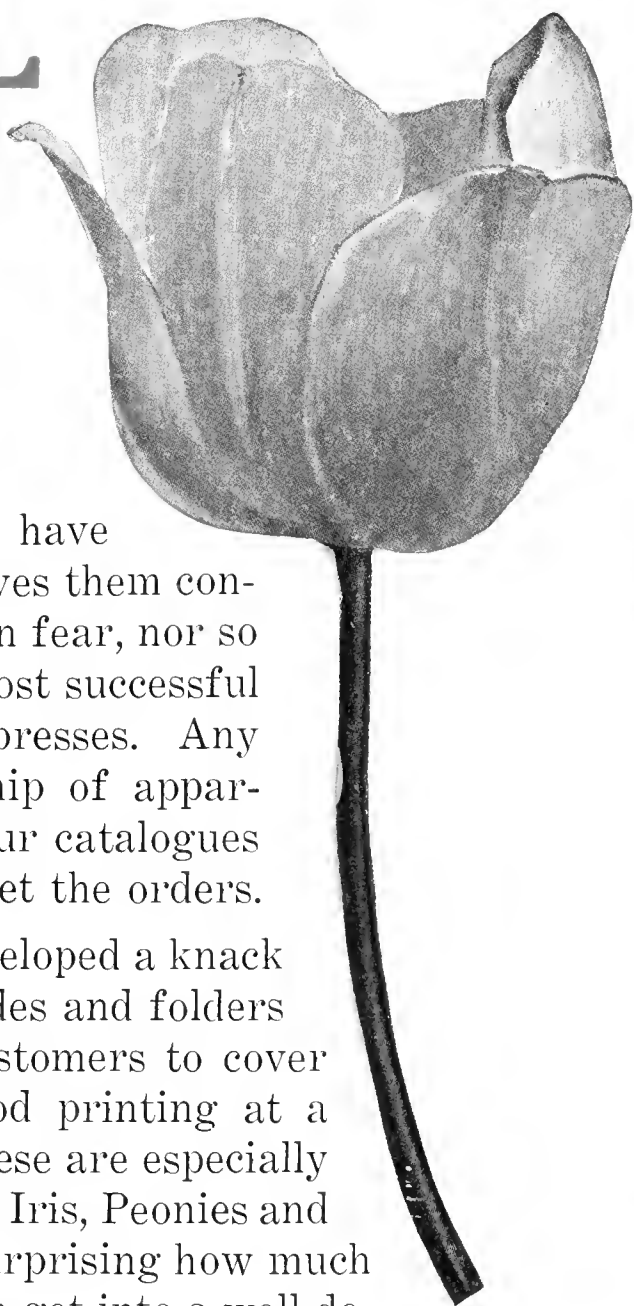
# HORTICULTURAL BROADSIDES & CATALOGS

The continuous growth of this plant from a very small beginning until it is one of the largest in Indiana, although located in a small town, has only been accomplished by giving a greater service than do others for the same money. We have built up our clientage not by excessive solicitation, but by doing work that sells Seeds and Nursery Stock. By some good fortune we have found that happy medium that attracts buyers and gives them confidence to order, not so good as to scare trade away in fear, nor so poor as to raise a doubt as to quality. Some of the most successful catalogues in the United States have come from our presses. Any manager knows of the wide difference in salesmanship of apparently equal men. Our catalogues are the ones that get the orders.

We have also developed a knack of making broadsides and folders that enable our customers to cover their list with good printing at a very small cost. These are especially available for Bulbs, Iris, Peonies and Fall Seeds. It is surprising how much information we can get into a well designed folder, and how attractive they are when printed in from one to four colors.

It is well to remember our motto: "Service is the Golden Rule melted down into one word," and when you are planning, to consider the possibilities of the help that we can give you, write us.

**BENTON REVIEW SHOP**  
**FOWLER, INDIANA**



# Distinction



DISTINCTION is the doing of worthwhile things that are appreciated by our associates.

The Benton Review Shop is distinctive among printers because of the new ideas, co-operation and service that it is able to give its customers, whether they need a few or a hundred thousand sales helps or catalogues.

Printing is the key to the store house of more business, and if you want to get into the inner chamber of profit you need the key that will unlock it. Come to us and we will make it for you.

WE SUPPLY the nursery trade with a number of exclusive copyrighted sales helps that are not only a great opportunity to the local retailer, but are worthy of use by the largest as well. The fact that they can be purchased by any member of the trade is no detriment, as there are one hundred ten million people in this country and the few prospects each of us have, seldom conflict.

May we send you samples and more information about these?

- No. 1—"THE BROADCASTER," for Home Beautifying Suggestions and getting in touch with the live prospects in your territory. A splendid advertisement of your business. 9½ x 12½, printed in two colors, 1,000 for .....\$12.00
- No. 2—"DISTINCTION." An argument and an introduction. The names and characteristics of shrubs and flowers are as foreign to many well bred and important people, as the inhabitants of Thibet. This folder introduces a few standard varieties in an entertaining way that cannot but interest many people in ornamental planting who have never heretofore been any nurseryman's customer. 11x16, in two colors, 1,000 for ..... \$15.00
- No. 3—"HOME BEAUTIFYING SUGGESTIONS." The most popular landscape booklet that has ever been published. 200,000 have already been distributed by nurserymen. It is attractive and so valuable to live prospects that they will disclose their desire in order to get a copy, which puts you in touch with the situation. 48 pages and cover, printed in two colors throughout. 100 for..... \$10.00
- No. 4—"SUGGESTIVE PLANTINGS." An abridged edition of "Home Beautifying Suggestions." Striking and beautifully illustrated in two colors. No one can see a copy without becoming interested in the subject of home improvement. Manufactured so that it can be distributed by large mailers, 1,000 for .....\$60.00
- No. 5—"SYNDICATE CATALOGUE." A little book of 32 pages that covers all the most planted fruit and ornamentals. Well illustrated, and furnished with an individual cover it becomes distinctly your own. Invaluable to the wholesaler or retailer with a small mailing list. 1,000 for..... \$45.00
- No. 6—"STOCK CATALOGUE." A fine book for the salesman or for mailing. Very complete and large enough to give your firm the prestige which goes with a good catalogue. This is printed on coated paper, well illustrated and you have a choice of fruit or landscape designs for the cover. 100 for ..... \$10.00

## The Benton Review Shop, Fowler, Ind.

## FALL 1922 SEEDLINGS

Stock Is Growing in Fine Shape. Send Us a List of What You Will Need in

**APPLE  
PEAR**

**MAZZARD  
MYROBOLAN**

One particular customer in the middle west wrote, "We like the looks of your stocks and want to place an order for next year. Also we liked the manner in which they were packed."

*We pleased him and many others. We can please you.*

**WASHINGTON NURSERY CO.**  
Toppenish, Wash.

### GREEN ASH,

Terms: Cash with Order  
Packing Free

*Fraxinus viridis lanceolata*

3-4 feet

6-8 feet

4-6 feet

8-10 feet

*Rose flowering Japan Cherries*—4-20 feet

*Weeping Japan Cherries* (pyramids)—4-8 feet

*Weeping Japan Cherries* (standards)—2 to 4 years.

*Norway Maples* (Seedlings), 3 to 8 ft., with splendid root system.

### THE GARDEN NURSERIES

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## “EVERY ORCHARDIST HIS OWN NURSERYMAN”

It is not uncommon for an enthusiastic, and we might add, youthful county agent or self-appointed reformer to advocate and urge the farmer and orchardist to grow his own trees.

There is no need for alarm by nurserymen with this kind of propaganda. It is of sporadic occurrence in so many lines of industry. In fact we see advertised correspondence courses that will guarantee you can be your own physician and your own lawyer within a given time and convincing statements are made to prove their claims.

There is not the slightest doubt that an orchardist can grow his own trees if he will lay himself out to do so. He can also make his own clothes and raise his own meat. In fact the world is full of “Bowlers.” Any one can grow trees providing they have the requisite ground, stock and equipment to accomplish it. Of course they have to take the risks, well known to nurserymen that are liable to interfere with the final results, namely, weather conditions, disease and other many and varied influences that have a bearing on the final results.

To those who are disposed to think they can grow their own trees cheaper and better than they could purchase from a responsible nursery, there would be no more fitting punishment than they should be obligated to do so. In most lines of industry the would-be “jack of all trades” can make his trial and prove his failure or success within a comparatively short time and without using up too much of his allotted span of life in making the experiment. The time consumed in growing trees, however, is not measured by weeks or months, but years and add to this the period that has to elapse before they come into bearing, few level headed planters are likely to be carried away by the doctrine of “Every Orchardist His Own Nurseryman.”

## NEW HYBRID SPIRAEA

An interesting hybrid spiraea between *Spiraea salicifolia* and *S. Douglasii* has recently appeared in the Missouri Botanical Garden, where large masses of the parent plants are grown. The new hybrid is a shrub 3½ to 4 feet high, with yellowish brown stem. The leaves are oblong-lanceolate to lanceolate, smooth on both sides, green above, paler on the under side, deeply and sharply serrate. The stamens are twice as long as the petals. The sepals are upright in fruit. The flowers are light rose-pink upon spreading racemes.

This new plant resembles *S. salicifolia* in the spreading inflorescence, upright growth, and the light green color of the under side of the leaves. The serrations along the margins are more intensified, however, extending almost to the petiole. The color of the flowers is intermediate between that of the two parents. *Spiraea Billardi* of the trade is derived from the same parents as the garden hybrid but in general characters, such as color of flowers, shape of inflorescence or flower spike, and leaves, resembles *S. Douglasii*. Its habit of growth, however, is not pendent as in mature plants of *S. Douglasii*, but upright as in *S. Salicifolia*.

## TRANSPLANTING

Mr. Richard M. Wyman of the Framingham Nurseries was present this week at the nursery practice school at the Massachusetts Agricultural College, Amherst, and gave a very interesting talk on transplanting.

The first transplantings in the nursery are made from seed beds or flats into flats or cold-frames. This applies to only a few lines of stock which are grown from small seed. The more important transplanting is practiced on material 1-3 years old which is taken from the seed beds and planted in the growing-on fields. The majority of this stock is raised from cuttings in propagating fields or beds. Such cuttings are rather closely root framed at the time of transplanting. This helps them to form better roots and also reduces the cost of the operation. The condition of the material at the time of transplanting is of great importance. It must be fresh and dormant. The best time for transplanting most trees is just at the time when the new growth is started. This applies both to evergreen and deciduous material. Although the planting season may be lengthened the best time for transplanting is very short. In many nurseries this work interferes with shipping, but it is poor business to make transplanting wait until the end of the shipping season. Transplanting should start in this latitude April 5-10 with deciduous species, and April 12-25 with evergreens. Hemlocks should be transplanted especially early before any growth starts. Spruce, Juniper and Arborvitae will stand later transplanting.

In order to get this work properly done in the nursery it is necessary to make a detailed program for transplanting and to follow one species with another until the work is done. Frequent transplanting is desirable with some species, especially evergreens. Most of these should be transplanted at least every two years, though much depends on the character of the soil and the amount of growth made. Care must be taken to keep the roots from drying during transplanting. Puddling the roots is recommended.

When deciduous shade trees are transplanted from these beds into nursery rows they are set very close together. After two years they are cut back to the ground and trimmed to one stem which shoots up four or five feet making straight stems to form the future trunks. These trees are then transplanted the next year into permanent nursery rows.

## PLAN TO PLANT ANOTHER TREE

“If we don’t look a little out” the Illinois State Nurserymen’s Association will quite put the American Association of Nurserymen in the shade with its efforts towards Market Development. Their slogan, “Plan to Plant Another Tree,” and propaganda under the able management of its secretary, J. A. Young, is being vigorously pushed and advertised. Judging from the leaflets and matter coming to this office, they are carrying on a very efficient campaign that is sure to have quite an effect on planting in the State of Illinois.



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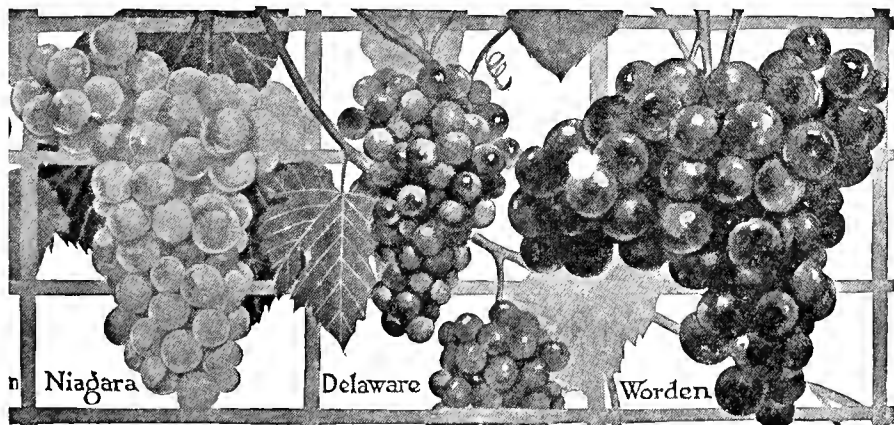


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## RIGHT

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PERRY - - - OHIO

## “FREE SEEDS”

Up to and until about the time the pussywillows bloomed and the maple buds swelled, it looked as though one of the most ancient and time-honored little grafts of the Congressmen of these United States was endangered. Apparently the “free-seed graft” hadn’t a friend on earth. It had looked that way many, many times before.

This year, however, when Secretary of Agriculture Wallace asked Congress for funds needed in his department, right joyfully did he leave “free seeds” off the list. Seedless the bill went through the House Appropriations Committee. Then when it came before the House, some sterling husbandman, thumbs caloused by contact with his vest armholes, rose up and wrote \$360,000 worth of “free seeds” into the bill and the House approved. An unfeeling Senate committee, over the votes and protests of Senators William J. Harris, of Georgia; Pat Harrison, of Mississippi, and Lee S. Overman, of South Carolina, again eliminated the measure. On the Senate floor some other sterling son of the fields polical brought it up and it was beaten, 29 to 24.

Naturally, Washington had a right to be amazed. Seemingly the puissant Senate had made good its biennial threat. Not so, Lo and behold, the Senate reconsidered and tenderly and soothingly tucked it all back into the measure, 31 votes to 30! As it had been, so was it to be. There will continue to be free seeds and the springtime will remain regular and orthodox.

But who wants them? The embattled farmers of the “farm bloc” were not ordered to get them. The American Farm Bureau, that made the “bloc” and in whose hands it is as warm putty, for months has been referring to the whole business as “that free-seed graft.” Farmers grin when you mention “free seeds” and usually use them in the grain mash for the hens. Backyard gardeners even sneer at them. Secretary Wallace tried to ignore them and is doubtless considering mournfully the many things that \$360,000 might have done.

Who then does want them and plant them? That’s easy. Congressmen want them and Congressmen plant them in those political furrows that are surrounded by their political fences. They are to grow all over the honorable members’ districts and flower into votes. Here is the time-ordained chance to dump numerous little packages with his *facsimile* signature in the upper right-hand corner, “M. C.” and all complete, in the mails. He pictures these manilla envelopes going out over the district each carrying maybe four withered lima beans, or six grains of Early Bantam corn or a spoonful of Mammoth Yellow beet seed to the folks back home. It makes his heart warm. Has he not reminded every voter on the mailing list that he is down in Washington, toiling away and saving the Nation and yet finding time to think of the voter and remembering to send him these gracious little gifts?

He has. Wherefore no caitiff hand of budgetaire is to come between the member of Congress and his “free seed.” And there, or therabout, in a manner of speaking, you are!—*Philadelphia Public Ledger*.

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## STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC.

Required by the ACT OF CONGRESS OF AUGUST 24, 1912, of the NATIONAL NURSERYMAN, published monthly at Hatboro, Pa., for April 1, 1922.

State of Pennsylvania,

County of Montgomery.

Before me, a Notary Public in and for the State and the county aforesaid, personally appeared Thomas B. Meehan, who, having been duly sworn according to law, deposes and says that he is the Business Manager of the NATIONAL NURSERYMAN, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in Section 443, Postal Laws and Regulations, printed on the reverse side of this form: to wit:

1. That the names and addresses of the publisher, editor, managing editor and business managers are:

Publisher—THE NATIONAL NURSERYMAN PUBLISHING CO., INC., Hatboro, Pa.

Editor—ERNEST HEMMING, Flourtown, Pa.

Business Manager—THOMAS B. MEEHAN, Dresher, Pa.

2. That the owners are:

James McHutchison, Jersey City, N. J.

Thomas B. Meehan, Dresher, Pa.

Albert F. Meehan, Mt. Airy, Phila., Pa.

Penrose Robinson, Hatboro, Pa.

O. E. C. Robinson, Hatboro, Pa.

3. That the known bondholders, mortgagees and other security holders owning or holding 1 per cent. or more of total amount of bonds, mortgages or other securities are: NONE.

4. That the two paragraphs next above, giving the names of the owners, stockholders and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting is given; also that the said two paragraphs contain statements embracing affiant’s full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustee, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association or corporation has any interest direct or indirect in the said stock, bonds or other securities than as so stated by him.

THOMAS B. MEEHAN, Business Manager.

Sworn to and subscribed before me this 15th day of April, 1922.

SARAH E. YERKES, Notary Public.

My commission expires April 1, 1923.

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INCORPORATED 1902

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| " " "                 | .....XX | 12-18 inch |
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| 100 | "                          | 4 to 5 ft.   |
| 100 | "                          | 5 to 6 ft.   |
| 100 | "                          | 6 to 7 ft.   |
| 100 | "                          | 7 to 8 ft.   |
| 500 | "                          | 8 to 10 ft.  |
| 500 | "                          | 10 to 12 ft. |
| 50  | "                          | 12 to 14 ft. |
| 100 | Arborvitae, Chinese        | 4 to 5 ft.   |
| 400 | "                          | 5 to 6 ft.   |
| 400 | "                          | 6 to 7 ft.   |
| 300 | "                          | 7 to 8 ft.   |
| 200 | "                          | 8 to 10 ft.  |
| 10  | Arborvitae, Pyramidal      | 10 to 12 ft. |
| 15  | Cedar, Blue Virginia       | 8 to 10 ft.  |
| 5   | "                          | 12 ft.       |
| 5   | Cedar, Indian              | 12 to 15 ft. |
| 20  | "                          | 16 to 20 ft. |
| 50  | Cedar, Red                 | 7 to 8 ft.   |
| 50  | "                          | 8 to 10 ft.  |
| 10  | Cypress, Glory of Boskoop, | 10 to 12 ft. |
| 25  | Fir, Cephalonian           | 2 to 3 ft.   |
| 52  | "                          | 3 to 4 ft.   |
| 25  | "                          | 4 to 5 ft.   |
| 50  | "                          | 8 to 10 ft.  |
| 50  | "                          | 10 to 12 ft. |
| 50  | Hemlock, Canadian          | 2 to 3 ft.   |
| 200 | "                          | 3 to 4 ft.   |
| 500 | "                          | 4 to 5 ft.   |
| 200 | "                          | 5 to 6 ft.   |
| 100 | "                          | 6 to 7 ft.   |
| 100 | "                          | 7 to 8 ft.   |
| 100 | "                          | 8 to 10 ft.  |
| 15  | Juniper, Schott's          | 7 to 8 ft.   |
| 100 | Pine, White                | 3 to 4 ft.   |
| 100 | "                          | 4 to 5 ft.   |
| 100 | "                          | 5 to 6 ft.   |
| 100 | Pine, Scotch               | 3 to 4 ft.   |
| 100 | "                          | 4 to 5 ft.   |
| 100 | "                          | 5 to 6 ft.   |
| 100 | Pine, Austrian             | 3 to 4 ft.   |
| 100 | "                          | 4 to 5 ft.   |
| 100 | "                          | 5 to 6 ft.   |
| 25  | "                          | 12 to 14 ft. |



|    |                             |              |     |                       |              |
|----|-----------------------------|--------------|-----|-----------------------|--------------|
| 50 | Ret. Jap. Golden Plumlike   | 5 to 6 ft.   | 10  | Spruce, Douglas       | 8 to 10 ft.  |
| 75 | "                           | 6 to 7 ft.   | 10  | "                     | 12 to 15 ft. |
| 75 | "                           | 7 to 8 ft.   | 100 | Spruce, Koster's Blue | 10 to 12 ft. |
| 75 | Ret. Japanese Plumlike      | 6 to 7 ft.   | 500 | Spruce, Norway        | 2 to 3 ft.   |
| 75 | "                           | 7 to 8 ft.   | 500 | "                     | 3 to 4 ft.   |
| 5  | "                           | 16 ft.       | 100 | "                     | 4 to 5 ft.   |
| 10 | Ret. Japanese Pea Fruited   | 7 to 8 ft.   | 100 | "                     | 5 to 6 ft.   |
| 10 | "                           | 8 to 10 ft.  | 100 | "                     | 6 to 7 ft.   |
| 50 | Ret. Jap. Gold. Pea Fruited | 7 to 8 ft.   | 200 | "                     | 7 to 8 ft.   |
| 50 | "                           | 8 to 10 ft.  | 200 | "                     | 8 to 10 ft.  |
| 25 | Ret. Veitch's Japanese      | 5 to 6 ft.   | 200 | "                     | 10 to 12 ft. |
| 25 | "                           | 6 to 7 ft.   | 100 | "                     | 12 to 15 ft. |
| 50 | "                           | 7 to 8 ft.   | 10  | Spruce, Oriental      | 3 to 4 ft.   |
| 5  | "                           | 12 to 15 ft. | 10  | "                     | 4 to 5 ft.   |
| 50 | Spruce, Colorado Blue       | 8 to 10 ft.  | 10  | "                     | 5 to 6 ft.   |
| 10 | "                           | 10 to 12 ft. | 10  | "                     | 6 to 8 ft.   |
| 50 | Spruce, Douglas             | 4 to 5 ft.   | 25  | Spruce, White         | 10 to 12 ft. |
| 50 | "                           | 5 to 6 ft.   | 25  | "                     | 12 to 15 ft. |
| 50 | "                           | 6 to 7 ft.   |     |                       |              |

## SHADE TREES

|      |                 |                      |      |                  |                      |
|------|-----------------|----------------------|------|------------------|----------------------|
| 1000 | Maple, Norway   | 10-12 ft., 1½-1¾ in. | 3000 | Plane, Oriental  | 12 to 14 ft., 1¾ in. |
| 1500 | "               | 12-14 ft., 1¾-2 in.  | 3000 | "                | 14 to 16 ft., 2 in.  |
| 2500 | "               | 14-16 ft., 2-2½ in.  | 3000 | "                | 2½ in.               |
| 3000 | "               | 2½-3 in.             | 1000 | "                | 3 in.                |
| 1000 | "               | 3-3½ in.             | 500  | "                | 4 in.                |
| 1000 | "               | 3½-4 in.             | 500  | Poplar, Carolina | 6 to 8 ft.           |
| 200  | "               | 4 in.                | 500  | "                | 8 to 10 ft.          |
| 500  | Oak, Pin        | 5 to 6 ft.           | 100  | "                | 10 to 12 ft.         |
| 1000 | "               | 6 to 7 ft.           | 500  | Poplar, Lombardy | 8 to 10 ft.          |
| 1000 | "               | 7 to 8 ft.           | 1000 | "                | 10 to 12 ft.         |
| 500  | "               | 8 to 10 ft.          | 1500 | "                | 12 to 14 ft.         |
| 200  | "               | 10 to 12 ft.         | 1000 | "                | 14 to 16 ft.         |
| 1500 | Plane, Oriental | 8 to 10 ft., 1¾ in.  | 100  | Walnut, Black    | 8 to 10 ft.          |
| 2000 | "               | 10 to 12 ft., 1½ in. | 100  | "                | 10 to 12 ft.         |

## Flowering Shrubs

|     |                           |            |
|-----|---------------------------|------------|
| 200 | Carolina Allspice         | 4 to 5 ft. |
| 300 | Coral (Indian Currant)    | 2 ft.      |
| 500 | Deutzia, Pr. of Rochester | 5 to 6 ft. |
| 500 | Deutzia, Double White     | 5 to 6 ft. |
| 200 | Sweet Scented Shrub       | 2 to 3 ft. |
| 300 | Spirea Van Houttei        | 5 to 6 ft. |

## CALIFORNIA PRIVET

|       |       |                 |
|-------|-------|-----------------|
| 20000 | ..... | 6 to 12 inches  |
| 20000 | ..... | 12 to 18 inches |
| 20000 | ..... | 18 to 24 inches |
| 5000  | ..... | 2 to 3 feet     |

# HARRISONS' NURSERIES

J. G. HARRISON & SONS, Proprietors

Berlin,

Maryland

80  
2

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# THE NATIONAL NURSEYMAN



JUNE 1922

Published Monthly at Hatboro, Penna., U. S. A., in behalf of the Trade Interests of Nurserymen, Seedsmen and Plant Growers in General

## THE MONROE NURSERIES

Established 1847.

Offers a Fine Stock of  
**SPECIMEN EVERGREENS,  
FRUIT AND ORNAMENTAL  
TREES AND SHRUBS**

Will be pleased to quote on your list of wants

**I. E. Ilgenfritz' Sons Co.**

Monroe, Mich.

Manufacturers of The I. E. Ilgenfritz' Sons Co.'s Celebrated  
Graft and Stock Planter and Firmer

## Buntings' Nurseries

G. E. Bunting & Sons, Proprietors

Selbyville - Delaware

OFFER FOR DELIVERY

Fall 1922

GRAPE VINES

PEACH TREES

APPLE TREES

ASPARAGUS ROOTS

STRAWBERRY PLANTS

FLOWERING SHRUBS

CALIFORNIA PRIVET HEDGE

PROPERLY GRADED QUALITY STOCK

Car lots or less

INSPECTION INVITED

## Mount Arbor Nurseries,

E. S. WELCH, Pres.

SHENANDOAH, IOWA.

### OUR SPECIALTY

A complete assortment of general nursery stock.  
We desire to call special attention to the following:

Apple and Japan Pear Seedlings, American grown.  
French Fruit Tree Stocks.  
Pear, Standard and Dwarf, two years.  
Elm, American White, car lots.  
Privet, Amoor River North.  
Roses, Climbing, H. P. and H. T.

We have put in 15 acres of overhead irrigation system  
for the better production of Shrubs, Roses, Perennials and  
Evergreens.

We will be glad to meet as many of our customers as  
are able to attend the Detroit convention. Our firm will  
be represented by E. S. Welch, E. E. May and C. G. Fer-  
guson.

We are always pleased to quote prices and to answer  
inquiries.

Badge 33

Badge 33

## Meet Our Representatives

C. R. BURR

JAMES MACKENZIE

GEORGE S. HARRIS

at the Convention. See our two-page advertise-  
ment in the Badge Book. Our line is complete.

**C. R. BURR & COMPANY**  
MANCHESTER, CONNECTICUT

Badge 33

Badge 33

The  
Preferred  
Stock

## LIMPING LIMERICKS

The  
Preferred  
Stock

(J. & P. Common)

Throughout the year naught can excuse  
The minding of one's P's and Q's  
"P" of Price the lowest to be  
Combined with "Q" of Quality,  
They're to be found, as you've inferred  
In stock of J. & P. Preferred

### SPECIALS FOR 1922-1923

#### Roses

(Dwarf & Standard, field grown)

**Aristolochia Siphon**

(Dutchman's Pipe)

**Ampelopsis Veitchii**

(Boston Ivy)

#### Clematis

(Large flowering & Paniculata)

#### Hardy Perennials

(Large assortment)

**Dielytra Spectabilis**

(Bleeding Heart)

**Phlox**

(Strong, field grown)

#### Ornamental Shrubs

**Hydrangeas**

(Bush & Standard)

**Flowering Thorns**

(Paul's Scarlet & White)

#### Fruit and Shade Trees

(All staple kinds)

*Convention Representatives - - The Whole Family*

**Jackson & Perkins Company**

(WHOLESALE ONLY)

Newark,

New York State

The  
Preferred  
Stock

The  
Preferred  
Stock

## TO THE TRADE ONLY

We offer for delivery fall 1922 or spring 1923  
a large and well assorted block of Fruit trees com-  
prised of

**Apple**

**Pear**

**Cherry**

**Peach**

**Apricot**

**Nectarine**

**Plum**

**Prune**

and a particularly fine lot of Gooseberry and Cur-  
rant in both one and two year olds.

### Roses and Ornamentals

*Headquarters for Nursery Supplies*

**Portland Wholesale Nursery Co.**

971 Sandy Boulevard

Portland, Oregon

We grow young evergreens in large  
quantities and every tree we sell is rais-  
ed from seeds in our own nurseries.

If you are in need of lining out stock why not  
write for our wholesale trade list before placing  
your order. Our prices are low because we  
specialize in young stock.

### COLLECTORS OF TREE SEEDS

==

THE

**North-Eastern Forestry Co.**

**CHESHIRE**

**...Connecticut...**

Subscribers to "Nurserymen's Fund for Market Development."

The Opinion Here in the East Is

**"GOOD TIMES AHEAD"**

*for at least another Fall and Spring*

How is your assortment for fall trade? We have  
a good supply of leading as well as scarce items, in-  
cluding Hydrangea Paniculata Grandiflora, tree and  
bush form, Spirea Anthony Waterer, Spirea Thunber-  
gii, Weigela, Calycanthus, Cydonia, Weeping Mul-  
berry and Catalpa Bungei.

*A Complete Assortment of High-Grade  
Ornamental Stock*

**Princeton Nurseries**

Princeton

in

New Jersey

June 1, 1922



# PAINESVILLE NURSERIES



## THE STORRS & HARRISON CO.

NURSEYMEN --- FLORISTS --- SEEDSMEN

ESTABLISHED  
1854

PAINESVILLE, OHIO.

1200 ACRES  
45 GREENHOUSES

Subscribers to "Nurserymen's Fund for Market Development."

When writing to Advertisers please mention the National Nurseryman.

**J. H. SKINNER & CO.**

Topeka Kansas.

We offer Apple trees, Peach trees,  
Plum on Peach

**KIEFFER PEAR**

2 years, an unusually fine lot

**RHUBARB, MYATT'S LINNAEUS**

Divided roots. This is the true Myatt's Linnaeus, far  
superior to seedling stock.

**APPLE SEEDLINGS****JAPAN PEAR SEEDLINGS****FOREST TREE SEEDLINGS (1 Year)**

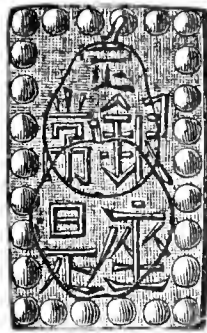
American White Elm  
Black Locust  
Honey Locust

**SHADE TREES**

A fine lot of Elm, Soft Maple and Ash

**SPIREA VAN HOUTTI**

One year, for transplanting  
Also 2 to 3 ft., and 3 to 4 ft. stock.

**PEACH****PEAR****PRIVET****ROSES****SHRUBS**

*In STORAGE in ST. LOUIS, MO., and in  
ROCHESTER, N. Y.*

Also Small Quantities Still Left in Our  
Storage Houses in Huntsville, Ala.

*Ask for list if you haven't received it.*

**THE HUNTSVILLE WHOLESALE NURSERIES, INC.,**  
HUNTSVILLE, ALA.

**A**  
**Complete Assortment**  
of  
**NURSERY STOCK**

Apple, Peach, Pear, Plum  
Cherry and Quince  
Small Fruits  
Ornamental Trees Shrubs  
Evergreens  
Paeonies Perennials  
Roses

**W. & T. SMITH COMPANY**  
Geneva, N. Y.

77 Years

1000 Acres

Write for special prices

**A General**  
**Variety of**  
**Nursery Stock**



35,000 Norway Maple and American Elm,  
also Montmorency and Early Richmond  
Cherry, 1 year, in car lots or less.



**C. M. Hobbs & Sons**  
**BRIDGEPORT - - Indiana**

# The National Nurseryman.

FOR GROWERS AND DEALERS IN NURSERY STOCK

The National Nurseryman Publishing Co., Incorporated

Vol. XXX.

HATBORO, PENNA., JUNE 1922

No. 6

## FORTY-SEVENTH ANNUAL CONVENTION AMERICAN ASSOCIATION OF NURSERYMEN

June 28, 29, 30, 1922

Headquarters Will be at the Hotel Wolverine

Detroit, Michigan

A list of officers and chairmen of committees follow:

President, M. R. Cashman, Owatonna, Minn.  
Vice-president, Paul C. Lindley, Pomona, N. C.  
Treasurer, J. W. Hill, Des Moines, Iowa.  
Secretary and Traffic Manager, Chas. Sizemore, Louisiana, Mo.

Executive Committee—The President and Vice-president, Ex-Officio; two years, Lloyd C. Stark, Louisiana, Mo.; W. C. Reed, Vincennes, Ind.; S. W. Crowell, Roseacres, Miss.; one year, Earl D. Needham, Des Moines, Iowa; Robert Pyle, West Grove, Pa.

### PROGRAM

#### WEDNESDAY MORNING—9 O'CLOCK

1. Call to order by President Cashman.
2. Invocation—Mr. W. H. Wyman, North Abington, Mass.
3. Address of Welcome—Hon. James Couzens, Mayor of Detroit.
4. Response for the A. A. of N.—Mr. J. Edward Moon, Morrisville, Penna.
5. President's Address—Mr. M. R. Cashman, Owatonna, Minn.
6. Secretary and Traffic Manager's Report—Mr. Charles Sizemore, Louisiana, Mo.  
Transportation Committee Report—Mr. Charles Sizemore, Louisiana, Mo.
7. Baby Rambler Program Committee—Chairman, Wm. Flemer, Jr., Princeton, N. J.
8. Arrangement Committee for Convention and Exhibits—Chairman, Charles Ilgenfritz, Monroe, Mich.
9. Appointment of Auditing and Resolution Committees.  
Adjournment.

#### WEDNESDAY AFTERNOON—2 O'CLOCK

10. Reports of Committees—  
Executive—Chairman, Mr. M. R. Cashman, Owatonna, Minn.  
Finance—Chairman, Mr. M. R. Cashman, Owatonna, Minn.  
Legislative and Tariff—Chairman, Mr. Orlando Harrison, Berlin, Md.  
Arbitration—Chairman, Mr. W. C. Reed, Vincennes, Indiana.  
Vigilance—Chairman, Mr. Paul C. Lindley, Pomona, N. C.  
Nomenclature—Chairman, Mr. Harlan P. Kelsey, Salem, Mass.  
Relations with Landscape Architects—Chairman, Mr. T. B. Meehan, Dresher, Pa.  
Course in Nursery Training in Agricultural Colleges—Chairman, Mr. A. E. Nelson, Chicago, Ill.  
Standardization—Chairman, Mr. P. Kelsey, Salem, Mass.  
Deciduous and Tropical Fruits Nomenclature—Chairman, Mr. R. A. Simpson, Vincennes, Ind.  
Distribution—Chairman, Mr. W. G. McKay, Madison, Wis.  
Obituary—Chairman, Mr. J. W. Hill, Des Moines, Ia.  
Adjournment.

#### WEDNESDAY EVENING—7 O'CLOCK

11. "Get-together Banquet"—Toastmaster: Mr. J. Edward Moon, Morrisville, Penna.

Banquet arranged by the "Rambling Baby Ramblers," Paul V. Fortmiller, Newark, N. Y., in charge.

"Real Food" "Real Fun"  
"Real Music" "Real Surprise"  
"A Regular Time"

#### THURSDAY MORNING—9 O'CLOCK

12. "Are We Fooling Ourselves"—Mr. A. F. Lake, Shenandoah, Iowa.
13. "The Establishment and Progress of the Nursery Training Course at the Massachusetts College of Agriculture, Amhurst"—Mr. Richard M. Wyman, Framingham, Mass.
14. Report of Market-Development and Publicity Committee—Chairman, Mr. F. F. Rockwell, Bridgeton, N. J.
15. "State, Sectional and National Associations"—Mr. Paul C. Lindley, Pomona, N. C.
16. "Advertising"—Major P. F. O'Keefe, Boston, Mass. (Introduced by Mr. F. L. Atkins, Rutherford, N. J.)
17. "Organizing Sectional Florists Associations and Their Relation to Their National Publicity Campaign"—Mr. J. Fred Ammon, Edwardsville, Ill. (Introduced by Mr. P. V. Fortmiller, Newark, N. Y.)
18. "Publicity"—Ex-Mayor Philip Breitmeyer, Detroit, Mich. (Introduced by Robert Pyle, West Grove, Pa.)
19. Discussion of Publicity for 1922-1923.

Adjournment.

#### THURSDAY AFTERNOON—2 O'CLOCK

20. Report of State vice presidents.
21. Election of officers and next place of meeting.
22. Report of Special Advisory Committee to co-operate with U. S. Department of Agriculture in connection with the Department's work in developing American supplies of raw materials—Chairman, Mr. J. H. Skinner, Topeka, Kans.
23. "Progress in Propagating American Fruit Seedlings by Bureau of Plant Industry"—Prof. L. B. Scott, Department of Agriculture. (Introduced by Mr. William Pitkin, Rochester, N. Y.)
24. "The Development of the Horticultural and Pomological Work of U. S. Department of Agriculture—Dr. L. C. Corbett, Department of Agriculture. (Introduced by Mr. Lloyd C. Stark, Louisiana, Mo.)
25. Report of Special Committee to assist Mr. F. P. Detwiler, U. S. Department of Agriculture, in compilation and republication.

lication of an edition of Quarantine Regulations—Chairman, Mr. A. H. Hill, Dundee, Ill.

26. "Federal Control Restrictions: Their application and effect—present and future"—Dr. C. L. Marlatt, Chairman, Federal, H. B. (No introduction necessary.)

Adjournment.

#### FRIDAY MORNING—9 O'CLOCK

27. "Standardization"—Mr. E. S. Welch, Shenandoah, Iowa  
 28. "What's Around the Corner"—Mr. Henry B. Chase, Chase, Alabama.  
 29. "Nurserymen's Mission in the Landscape Field"—Mr. Walter E. Campbell, New Haven, Conn.  
 30. Unfinished Business.  
 31. Question Box.  
 32. Parting Thoughts. "God Be With You Till We Meet Again" All sing.

Adjournment.

#### FRIDAY AFTERNOON—2 O'CLOCK

Trip through the Flivver Factory. In charge of Arrangements Committee, Mr. Charles Ilgenfritz, Chairman.

#### OTHER MEETINGS

Baby Rambler Business Session,  
 Tuesday, 11 A. M., Committee Room  
 State Vice Presidents' Meeting,  
 Wednesday, 5 P. M., Committee Room

### CONVENTION HEADQUARTERS

Hotel Wolverine, selected as convention headquarters, is Detroit's newest and most modern hotel, centrally located in the business section of Detroit. Only one year old, it has already established a reputation as Detroit's most up-to-date hotel. It contains five hundred outside, well ventilated rooms, all with private bath, circulating ice water and most modern of equipment.

Many unusual features, such as morning paper under the door of each guest room, efficient and courteous service, make the guest at Hotel Wolverine a happy and satisfied individual. Its rates are reasonable, and in the restaurant the food and service are of the very highest type, at prices most reasonable. Club Breakfasts range from forty cents up; Business Men's Luncheon served from 11.30 until 2 p. m. is priced at seventy-five cents, while the evening dinner, served from six until 9 p. m. is specially priced at \$1.25, all of which are unusual values. A la carte service may be had at all hours.

The Wolverine orchestra in the main dining room of Hotel Wolverine is famous throughout the country as one of the leading musical organizations.

### RAILROAD ARRANGEMENTS

The railroads have arranged for one and one-half fare for round trip for attendance at the Detroit Convention based on the following conditions:

"Certificates for 250 tickets must be presented to the Secretary at the Convention in order that one-half fare for return trip will be granted."

One way tickets going to the Convention will only be sold on dates *June 24th to June 30th, inclusive*, but be sure when purchasing your ticket to request from the

Agent a certificate. Do not make the mistake of asking for a receipt.

Certificates are not kept at all stations. Inquire from your Agent several days ahead of time and if he has no certificates request him to get a few, but if unable to do then simply purchase a local ticket to the nearest station where certificates can be secured and then buy your one way ticket and ask the Agent for a certificate.

As soon as you arrive at the Convention be sure to deliver your certificate to the Secretary in order that he may ascertain if the necessary 250 certificates have been received in order to get the one-half fare for the return trip.

A special Agent of the railroads will be in attendance at the Convention on June 28th to 30th inclusive from 8.30 A. M. to 5.30 P. M. to validate your certificate. If the necessary minimum of 250 tickets is presented to the Special Agent and your certificate is duly validated, you will be entitled up to and including July 4th to a return ticket via the same route over which you made the going journey at one-half of the regular one-way tariff fare.

Return ticket issued at the reduced fare will not be good on any limited train on which reduced fare transportation is not honored.

National Nurseryman Pub. Co.,  
 Hatboro, Pa.

Dear Sir:

In connection with the above meeting, I beg to call your attention to the service offered by the Baltimore & Ohio to Detroit.

The Baltimore & Ohio "Thru-All-Steel" trains, composed of high-class Pullman drawing-room and compartment sleeping cars, commodious coaches and dining cars, leave Chestnut Street Station on the following schedule:

|                            | "Scenic Limited" "Interstate Special" |            |
|----------------------------|---------------------------------------|------------|
| Lv. Philadelphia . . . . . | 10.10 A. M.                           | 3.40 P. M. |
| Ar. Detroit . . . . .      | 7.15 A. M.                            | 4.40 P. M. |

The "Scenic Limited" has thru sleeping car, Philadelphia to Detroit.

The fare from Philadelphia to Detroit, one way, is \$23.23; round trip on certificate plan is \$34.85; tickets on sale June 24th to 30th, good returning until July 4th.

The lower berth rate, Philadelphia to Detroit, is \$6.38; upper, \$5.10; drawing-room, \$22.50.

The service on the "Scenic" meets in every detail with the demands of a most fastidious public. Both the above trains furnish the acme of comfort, plus a panorama of the most beautiful scenery which presents itself from the observation car.

We will be very glad to deliver your railroad and pullman tickets, check your baggage, etc., and do everything possible to make your trip a successful one.

Trusting that we may be favored with your patronage, I am,

Yours very truly,

R. C. HAASE,  
*Division Passenger Agent.*



## TRAIN SERVICE BETWEEN PHILA. AND DETROIT

A through train leaves Broad Street Station, Philadelphia, 1.16 p. m., arriving Detroit 7.03 a. m. the next day. Returning, through car leaves Detroit 12.20 p. m., arriving North Philadelphia Station 7.29 a. m., the following day. All train schedules shown are Eastern Standard Time.

As the Convention has been granted a reduced fare on the basis of a fare and a half Certificate Plan, the round trip rate from Philadelphia to Detroit will be \$34.85. Lower berth in each direction \$6.38.

## FANCHER CREEK NURSERIES

Mr. S. A. Gebhart has been appointed manager of the Fancher Creek Nurseries to fill the vacancy caused by the resignation of Mr. E. W. Horton.

Mr. Gebhart has been connected with the Fancher Creek Nurseries for many years in various positions and has proved himself able and efficient in all he undertook.

Editor National Nurseryman.

Dear Sir:—I am retiring from The Huntsville Wholesale Nurseries, Inc., having been with them for the past twelve years, part of which was under the management of the late Mr. W. F. Heikes. Since this concern was reorganized and incorporated in 1919 I have been their treasurer, office manager and accountant.

While it is not without regret that I am leaving this concern, yet I am glad to state it is perhaps at a time when they have enjoyed one of the best if not the biggest years of their history. Business has been good with them and the concern is in capable hands.

I trust that The Huntsville Wholesale Nurseries, Inc., will continue to grow in as rapid strides as they have in the past few years.

As to my future plans I might state that they are not definitely made as yet. I shall be glad to entertain any propositions that may be made by any of the members of the American Association of Nurserymen. I might add that I hope to continue in that part of the nursery business dealing in direct sales to the large commercial orchardists.

*R. F. Neil.*

## The Conference on Quarantine 37

The conference called by the Federal Horticultural Board May 15th was well attended, several hundred persons being present. All the various interests had a full opportunity to present their views on Quarantine 37 to the Secretary of Agriculture and the Federal Horticultural Board. All received a courteous hearing.

The conference took place in the auditorium of the American Museum and continued through three sessions on Monday adjourning to meet again Tuesday morning, giving the various interests an opportunity to form committees to draw up concrete suggestions upon which the board could act.

The nurserymen had already done this, holding a meeting prior to the conference and presenting their petition in the form of the following resolution.

**RESOLVED**, that the executive committee and legislative committee and other attending nurserymen go on record as approving sections 2, 3, 4, 5 of regulation No. 3 as now in force except that Norway and Schwedleri Maples in 4 feet to 8 feet whips for trans-planting and not finished stocks for resale be admitted under regulation for a period of 3 years from June 1st, 1922 and furthermore we approve the action of F. H. B., in fully investigating the production and quality of Manetti and other rose stocks in the U. S. A.

*Orlando Harrison.*

Chairman of the Tariff and Legislative Committee of the American Association of Nurserymen.

"We are not only nurserymen but fruit growers and need the best hardy fruit tree stocks that can be produced, and many of our nurserymen are growing general farm crops. We are anxious to protect American horticulture from introducing further injurious insect pests. One of the greatest difficulties the Nurserymen and fruit growers have is the increasing insect pest that we are fighting daily."

It was brought out in conference that Quarantine 37 had been the means of a searching inquiry into the rose stock situation which was working out in favor of the Rose industry.

It was evident there were two distinct interests. Those growing roses for indoor forcing seemed to favor the Manetta stocks and claims were made that American grown ones were too hard and not to be compared with the imported ones for ease of working.

Other interests expressed the opinion that the country could raise all the rose stocks needed.

A number of states including Florida, California, Kansas, Connecticut, Alabama, Mississippi sent representatives strongly endorsing Quarantine 37.

Professor Saunders, Pennsylvania, claimed it was a guarantee against state isolation, because without the Federal Quarantine states would begin to erect barriers in an effort to keep out imported pests and diseases.

Horace J. McFarlane, president of the American Civic Association made a strong plea for the abrogation of Quarantine 37 and questioned the power of the Board to put such a quarantine in effect.

James McHutchinson, spokesman for the Society of American Florists and Ornamental Horticulturists presented the views of that body and pointed out the injustices and hardships imposed on the Florist business by the Quarantine.

The bulb men, orchid growers and importers, representatives from England, Belgium and Holland all received a respectful hearing and no doubt will result in slight modifications and adjustments as may seem desirable within the policy of the Board.

That there will be any great change or letting down of the bars is hardly probable.

No decisions were given out, the conference being merely a hearing to guide the board in its future action.

COMITE COMMERCIAL HORTICOLE OF ANGERS AND  
COMITE COMMERCIAL HORTICOLE OF ORLEANS,  
FRANCE

Angers and Orleans, May 2, 1922.

Dr. Marlatt, Federal Horticultural Board,  
Department of Agriculture,  
Washington, Etats-Unis.

Dear Sir:

The French Nurserymen, members to the Horticultural Trade Committees of Angers and Orleans, being unable to send delegates to attend to the hearing called by you for May 15th at Washington, have requested us to convey you their apologies for this absence and they also take the liberty of putting forth to you the following declarations:

Nurserymen of Angers and Orleans belonging to our committees (list of which please find enclosed) have always endeavored to keep their cultures in the best possible sanitary state. They also make it a rule to help in every way what performances that have to be carried out by the Phytopathological Service as well as they strictly follow the instructions given out by that same service in connection to the destruction of insects and pests.

If in the course of these last years some nests of Bombyx have been noticed in several packages, this can only be accounted for extraordinary circumstances due to the war, during which the clearing off of caterpillars and the destruction of all insects and pests in general had not been carried out as it should have been and would have been in ordinary times.

At the present, our committees are respectively in their own district in the lead of the movements aiming at the employment of means suitable to get rid of harmful pests to plants by such treatments as the sterilization and disinfection of the soil, also the destruction of fungus, caterpillars, cockchafers, etc.

Regarding the questions you submit in reference to the amendment of Quarantine No. 37, we assume that same may only be modified so as to bring its regulations back to those you signed in 1918. These rules which were applied in 1918-1919 allow the introduction of our plants under the necessary restrictions against the risk of infections.

All the Phytopathological Stations are of opinion that dangers to encounter from the introduction of plant diseases and destructive insects would have already been decreased had the Phytopathological and Entomological centres of the different nations worked together in the study of these destructive pests and insects and discussed on the scientific and practical means of making the plants clean and free of them.

We now express the wish that these undertakings be started at the earliest.

With reference to your remarks published in horticultural papers about the French prohibition of American living plants in order to protect our crops from foreign invaders such as the San Jose Scale and the Phylloxera, we may say that at the time such decision was taken, there did not exist in France (and most probably in any other country) any Phytopathological and Entomological service capable of inspecting and judging which consignments of plants were free from diseases and which were not. The only means then left to us to protect our crops was that of preventing all imports.

We now can give you the assurance that should the actual regulations of Quarantine No. 37 be modified in a way so as to allow our exporters to renew their trade relations with the American purchasers, we, in consequence, would insist upon the French Government with a view to obtain that the present restrictions on American imports should be removed, to the effect that American plants and fruits may be introduced here provided they are accompanied with a health certificate giving every guarantee to our service of inspection.

We further beg to add that the members of our committees have fully approved the resolution passed by the International Horticultural Trade Federation Congress held at The Hague on the 20th of April last, copy of which resolution we beg to hand you herewith.

We dare trusting that in the same time as you support the interests of the American florists and nurserymen, you will also take into consideration those of the nurserymen of our country who, after having so much suffering of the war, now meet with other difficulties, and that you will not finish destroying the existence of an interesting class of the French horticulture by suppressing the export of its products.

Hoping to receive a favorable answer, we beg to remain, dear sir,

Yours truly,

The President of the Comite Commercial Horticole of Angers,  
Signed by M. MINIE,  
76, Rue Volney, Angers.

The President of the Comite Commercial Horticole of Orleans,  
Signed by R. BARBIER,  
16, Route d'Olivet, Orleans.

The French Federation Nationale des Syndicats Horticoles de France, grouping over 3000 nurserymen, florists, bulb growers, etc., approve the above declaration as well as the decision of the Federation Horticole Professionnelle Internationale, and hope that Quarantine No. 37, which has already caused important losses to our French growers, will be improved in a more liberal way.

Paris, May 2, 1922.

The General Secretary of the F. N. S. H. F.,  
Signed by E. CURBAT.

ADDRESS OF DR. E. VAN SLOGTEREN, LISSE, HOLLAND, AT THE PLANT CONFERENCE AT WASHINGTON, D. C., MAY 15th, 1922.

As a Phytopathologist, or, as the growers call us, a "Plant Doctor," I will here enumerate some points which are of interest as well for the "Plant Doctors" as for the Plant growers.

Like a medical doctor takes the interests of his patients to heart, so also must the plant doctor watch the interests of his patients. This is what the plant growers particularly want and if, in spite of this there exists a friction between the Plant growers and Plant doctors, it can only be due to a misunderstanding.

That scientists have sometimes conflicting opinions you know too well, but this is furthering science more than harming it. At the present, however, it is of more interest to know what is the cause of the misunderstanding between growers and phytopathologists.

A plant doctor must give his assistance in a disease case of the plant, which is a combat between the interests of the plant and her enemy, and no matter how interesting and important this parasite may be for the plant doctor, he must realize that in this case the interests of the plant must come first, when he studies this process as a phytopathologist.

Often, however, phytopathology is in the hands of an entomologist or mykologist, whose interest goes more in the direction of the parasite than towards the plant. He is then easily inclined to attach too much weight to the parasite and considers the part which the plant plays in the disease-process too much as a passive part, or even neglects it altogether.

It should therefore not amaze us, when we phytopathologists, sometimes do not arrive at the right aspects on the problems with our experiments and we should not blame the growers if they do not always show full confidence in our judgment, when we sometimes lack the fundamental knowledge of the conditions of life of the normal, healthy plant.

While the entomologist, mykologist, or Botanist each in his department, can obtain very important results in his researches, it is the phytopathologist who must study the relations and proportions between plant and parasites.

First of all I want to emphasize that I greatly admire the numerous and important scientific accomplishments of the American Scientists in the department of phytopathology as well as in all other branches of science, and if I criticize, I do so only to serve the advancement of the international Phytopathology.

My field of activity brought me in close contact with the American view of control of plant diseases which finds expression in the Plant Quarantine Action, which through its radical measures has acquired a large economic importance.

This quarantine action the F. H. B. and the U. S. Department of Agriculture at Washington has stated repeatedly is founded on a purely scientific basis.

The motive for science and Scientific Research must be the search for truth.

There can be no American truth opposite to European truth, neither can there be European science opposite to an American science. Science is international, she knows no borders, and I therefore remain entirely upon my own dominion as a scientific man when I subject the scientific basis of the quarantine action to a closer examination and arrive at the conclusion that the methods adopted by the F. H. B. will be the finishing stroke to a sound international Phytopathological science.

These methods must, without doubt, lead to the raising of objections against each others views, and instead of an international cooperation in the study and control of plant diseases,

a sentiment is created to shut out the agricultural and horticultural products from each others countries.

It is difficult to say where this tendency would lead to, it is impossible to draw a line and the outlook seems to me from an economic as well as scientific standpoint, anything but elevating.

Prof. Westerdyk enumerated in a recent lecture a great number of plant parasites which are found in America and which can be brought into Europe on Agricultural and Horticultural products, where they are unknown up to the present time. This number could be greatly increased.

If, as a consequence of this fact every country in Europe were to arm itself with quarantine actions such as the F. H. B. has taken the international attitude would become this, that every country must make itself independent of foreign supplies.

If these methods were to be generally adopted, the aspect for the international cooperation and appreciation on scientific matters would become very gloomy and from an economic point of view, all countries, America included, which export important quantities of agricultural and horticultural products, would suffer greatly.

I would like to ask you what is a plant disease? And I must ask this question with particular emphasis, as in a lecture by the Chairman of the F. H. B. in defense of the plant quarantine, I read that a list of 3000 dangerous insects had been compiled, and of a larger number of Fungi which all appear in European cultures and which might constitute a severe danger for American agriculture.

What do you imagine would remain of European agriculture and horticulture if all these parasites were dangerous or even partly so? This brings me back to what I said about the one-sided conception of the phytopathology, which sees in every insect or in every Fungus which appears on a plant an economical danger.

It is your Dr. Beatty who rightly said: "We get hundreds of suspicious diseases and insects that turn out to be nothing," and if you consult the phytopathological literature of the last 20 years you will find that thousands of diseases which are described as dangerous parasites have never done any more harm to the cultures than that which existed in the imagination of the discoverer.

Science stands absolutely unprejudiced and knows moreover that it can never determine a thing for indefinite time. History has taught over and over again that the conclusions to which scientific inquiries come at a given moment must only be regarded in the light of the facts known at that moment. Her sublime purpose remains to aim at the truth and she therefore gladly abandons a once accepted standpoint if newly discovered facts justify that course.

The classical examples in the history by which the old scientific bodies, which believed in their narrow minded own authority that they stood above science itself, and with curse and banishment tried to stop the large new discoveries, have sufficiently proven the truth of the foregoing.

It is therefore that I have read with great appreciation that the various restrictions embodied in the order are not necessarily final; also the communication of the F. H. B. that the rules of the Plant Quarantine Action are made in the full confidence that this was the best solution, but that they would gladly consider modifications in the rules if new and further information was produced.

One must not forget that the science is there not only for the study of the science itself, but it must be practiced as applied science for the general benefit.

So the task of phytopathological science is to protect Agriculture and Horticulture of every country against foreign and domestic plant enemies by practical methods which take into consideration the claims of commerce as well as the claims of abstract science.

A true interpretation of the task of the modern phytopathologist is not the design of measures which will do away with the offending agents at all costs, regardless of the commercial considerations, but the new task is to harmonize the protective work of the scientist with the wealth producing activities of agriculture and horticulture, that the latter are continually advanced and improved.

On this basis it is of paramount importance that any measure for protection taken in this connection has due regard for the international application of such measure. If the basis of the international exchange in plant products is reasonable freedom from plant enemies, every basis, such as absolute quarantine

against latent plant enemies, cannot be justified from the point of view of the practical scientist.

It is without doubt a higher ideal for the applied science to overcome the difficulties of the cultivation by controlling the diseases, by the extermination of parasites, through the cultivation of disease resisting varieties and especially by introducing such methods of cultivation by which in the battle between plant and parasite, the first triumphs; than by searching for arguments for the exclusion and by seeking its strength in a strong isolation.

This is the reason why I, with hope for success, will try to give you an idea how we in our bulb cultures have taken the control of diseases in hand and what results we have obtained.

You will then see that the scientifically applied phytopathology can reach its purpose without being compelled to institute a plant exclusion.

The Dutch bulb growers offer the United States a product which has been grown scientifically, under expert care and supervision of the Netherlands Phytopathologists. The same product is as free from plant diseases and insects as it is humanly possible to produce. It equals in cleanliness any agricultural products which the United States exports to Holland.

I do not wish to say that you will never find a soft bulb in a shipment, but that condition need not be due to a disease of the bulbs, just a little as the decaying process in a bruised apple is necessarily due to a disease of the apple.

It is difficult to picture you here, how free from disease the Bulb stocks are in Holland. To get a full appreciation of this situation one should visit Holland and make personal observations, but I can tell you that I can show you many stocks of 500,000 and more Narcissus and Hyacinths of one variety in which not a single diseased plant can be found.

First of all a profitable cultivation is only possible if the stocks are kept scrupulously clean and free from disease, and this is for our bulb growing industry strictly necessary, before we aim at supplying a healthy product to the foreign buyer.

In order to continue to produce clean bulbs the stocks must be kept in a healthy state, so that the increase will be as prolific as possible and of strong vitality.

Only such a condition can promise a final profit to the growers, as a very small percentage of the diseased plants is sufficient to take away the chance of profit.

The suppression of the few bulb diseases has been accomplished in a manner which I shall describe with a few words.

Take the eelworm about which you have heard from time to time.

In the Spring highly trained specialists go through the stocks looking for any infected plant which may appear. On sunny days these men are armed with umbrellas to obtain a neutral light on the plants before them. If the specialist find a suspected plant he lifts it out of the ground with a large round borer which takes along the soil about the plant for a diameter of 6 to 8 inches.

The specialist places a marking stick near the spot where the plant has been taken out. The plant is examined by cutting the bulb open to ascertain whether the same is sound or attacked by disease. If in the latter condition a gang of working men is directed to the spot where this particular bulb has been found. They scoup out the surrounding bulbs and soil for a width of from one to two square feet, which soil is then carefully removed to a place where the parasites can not do any harm. This method makes both the soil and the stocks free from eelworm. To further combat the spread of this parasite the field in which a diseased plant has been found is turned to a depth of 2 to 3 feet in the Fall and the planting stock of a variety in which symptoms of the disease have been discovered is subjected to a treatment in hot water which is so effective that not a single diseased plant can be found the following spring.

I brought with me various photographs showing details of these combative methods.

All these things go to show with what painstaking care the elimination of diseases in the bulb cultures takes place and our efforts have been crowned with such a success that in the large majority of stocks these methods need not be applied any more. The inspection is continued as a preventive measure but more than 99% of the stocks are as a whole now absolutely free from eelworm. The remaining one per cent of stocks which may be affected show the diseases in a sporadic manner. A visit of any scientist will bear out the truth of this statement.

As an evidence of the good results obtained I submit photographs of very large stocks of bulbs of which I can personally



guarantee you that not a single diseased bulb can be found in them. The owner of a stock of bulbs of several millions recently offered ten dollars a piece for any diseased bulb that could be found in his stocks. Where I can offer you a scientifically verifiable guarantee of the absolute purity of such large stocks, it is difficult to believe that there are arguments which would justify the supposition that import restrictions should be placed on any whole class of bulbs I speak of. These bulb stocks are shipped from Holland entirely free from roots, top-growth and soil. They are a thoroughly clean product and I request respectfully that all dry bulbs of all classes be permitted free entry into the United States, the same as they are allowed free entry into Holland.

### THE BRITISH VIEW

M. W. G. Lobjoit, Controller of Horticulture for Great Britain, was in attendance at the Plant Conference and presented the British views.

He gave a careful review of the history and development of the regulations of the United States governing plant importation also those of Great Britain and concluded as follows:

The continuance of trade between Britain and America and America and Britain should be the primary object to be kept in view, for each country is able in virtue of the different climates to specialize in different classes of produce. It would appear a far wiser policy to take a broad view of the whole matter and one not narrowed down merely to a consideration of pathological problems; and to devise suitable ways and means for protecting against pests without imposing regulations which would tend to stop legitimate international trade. If the Health Certificate policy has not been as effective as was expected it may be that whilst the policy is right the system in operation can be improved upon; if so, it should be possible for the Federal Horticultural Board to point out exactly the kind of health certificates which are required with imported plants, and the inspection conditions to be observed. If this be done, an assurance could be given on behalf of England that the inspections would be strictly carried out and the certificates granted in a careful and conscientious manner. Furthermore, if the Federal Horticultural Board is not able to accept the statements as to the improvement of the British Pathological Service in recent years, England would welcome a delegation from America to investigate the service first-hand and to work out a system for the certification of plants.

#### THE PATHOLOGICAL POINT OF VIEW

##### *Complete Safety an Unattainable Ideal.*

While it is true that the most important factor in carrying pests from one country to another is the trade in living plants, yet this trade is by no means the only factor. Many kinds of insects and also fungus spores are able to persist for periods, long or short as the case may be, away from their host plants and they are thus able to take advantage of any means of transport which may exist. Fungus spores may be and indeed must frequently be blown on board ship, while insects may fly on board or crawl into packing and thus be carried from one country to another. The frequency of such occurrences may be proved by looking up the records of foreign insects found in any market dealing in foreign produce.

##### *Plant Quarantine, Therefore, a Means of Reducing Risks, Not of Eliminating Them.*

Since it is manifestly impossible to eliminate all risks, the problem resolves itself into one of weighing the risk of the introduction of foreign pests against the loss in trade due to quarantine measures of various degrees of stringency.

##### *Prohibition Demanded, But Demand Defeated.*

Pathologists and Entomologists in England have for the last 10 years looked with growing fear at the risks involved by the importation of American produce. They would prefer an absolute prohibition on the import of all American plants and temperate fruit. They have, however, been deterred by the certainty that such a prohibition, which it is logical to suppose would become operative on both sides of the ocean, would involve a serious reduction in trade and that the premium the country would have to pay for additional security would be too great.

##### *Prohibition Again Demanded.*

Now, however, that America has declared herself to be aiming at the prohibition of all plant imports (in ordinary trade at all events) the above argument loses its force, and pathologists

are again asking themselves why England should continue to run risks without receiving any compensation by way of trade.

##### *American Importations Unnecessary.*

This argument, at all events as regards fruit, is a disappearing one, but in any case it is countered by a totally different consideration, viz., there are other countries from which can be obtained the categories of plants now imported from the U. S. A., and these countries have no prohibition on English imports. It is clearly preferable then, since risks must anyhow be taken, to deal with a country open to English trade rather than with one which will not risk English produce.

##### *No Valid Argument Against This Policy.*

A reduction in the number of countries sending potentially dangerous produce to England is, from the pathological point of view, sound policy, since it enables entomologists and mycologists to recognize and guard against their risks more closely. Objection from the general public would only arise if the reduction in the number of importing countries continued sufficiently to raise prices or to curtail the supply and, although such an occurrence seems most unlikely, it could always be met by issuing a special and temporary license to import from the prohibited country.

##### *This Policy Not a Reprisal.*

There is no question of reprisals in this argument. A reprisal is the carrying out of something, in itself purposeless and undesirable, in order to compel another party to make a concession. Here we ask no concession and our action will stand on its own merits as desirable. We merely assert our rights to deal with our risks in the manner most advantageous to our country. It is, in fact, purely a business transaction in pathology.

Rochester, N. Y., May 24, 1922.

### CLEARING THE ATMOSPHERE

By WILLIAM PITKIN, ROCHESTER, N. Y.

The quarantine hearing of May 15th gave everybody a chance to "blow off steam" and "get it out of their systems," and now matters should settle down to a more reasonable, common-sense basis on all sides.

As a matter of fact, all that has been and is now necessary is a little addition of common or every-day horse-sense, less of arbitrary ruling because of power and authority, less knocking and criticism not constructive, less optimistic statements about the condition of American production which have not been realized, less selfish grabbing of special permits to get ahead of the other fellow and more co-operative team-work and give-and-take; in fact, more of the common-sense methods that are used by all of us in our ordinary, every-day business.

In my opinion the Federal Horticultural Board is ready for it. They must have advice from those that know the business side of these questions. Heretofore most or all of that advice has been based on absolutely selfish reasons. In this respect the nurserymen have a big opportunity for reform. Let their advice be based on broad grounds—what is best for the trade in general—for the welfare of the country, and forget for a time the effect on their own pocket-book.

The opening statement of Dr. Marlatt was a clear and strong presentation of the situation from his viewpoint. One remark impressed forcibly—in substance, that while the Federal Horticultural Board had control over many commodities, its chief troubles were with the goods handled by the nurserymen and florists, and for the reason that the plant quarantine was a selective quarantine.

It is easy to follow that statement. It is said that permits are granted to one man and denied another on the same plants. Naturally one man boosts and the other



knocks. When small Norway Maples are denied admission because "it would seem that the shortage is one that is capable of bridging in this country and at most is of short duration," and small Azaleas and Rhododendrons are admitted because "such seedlings are not available in the United States and could not be grown from seed to grafting size in this country within a period of two, or probably three, years and that unless such seedlings could be imported these plants would be absolutely unavailable to the American market for this period," it is difficult for the ordinary man to harmonize the two statements and to appreciate the alleged consistent policy of the Board.

The spokesman for florists and for the amateurs brought up the question of the legality of the quarantine and whether the Board had not exceeded the authority granted by the act of 1912 in establishing a quarantine or embargo against plants and deciding which plants might or might not be admitted, and in many ways handling the questions as those of economics rather than in their relation to the exclusion of insects and diseases as distinctly specified by the act.

This point seemed to impress Secretary Wallace as shown by his prompt acceptance of Mr. McFarland's suggestion that a later conference consider the legal questions involved.

The appointment by Secretary Wallace of an advisory committee is a step in the right direction. Whether that committee was to function only at the hearing or is to continue was not shown. Such a committee can be of great help to Secretary Wallace and the Board.

The addresses of the representatives of England, France, Belgium and Holland brought up questions as to the freedom from insects and diseases of American plants, fruits and agricultural productions and the English delegate very gracefully but still firmly, suggested the possibility of retaliatory measures directed not only against American fruit and grains.

It is understood that following the hearing further conferences were held with the representatives and nurserymen of foreign countries.

Secretary Wallace presided the greater part of the time and seemed to have an open mind and to be seeking information for his future guidance, and the time and attention thus given by a very busy man should be thoroughly appreciated.

It seems reasonable to believe, therefore, that good has been accomplished. Nobody wishes the complete upset of the Federal Horticultural Board and its quarantine on legal grounds. Nobody wishes to bring retaliatory action on the other side. The desires of the florists can easily be met and the wishes of the nurserymen, as expressed in the resolution presented, are certainly not radical or revolutionary. It is simply the mixing in of ordinary, common-sense in the conduct and rulings of the Federal Horticultural Board and in the contact of the nurserymen with that Board so that necessary raw material can be brought in until American production can be brought up in quantity and quality to meet American requirements.

Both nurserymen and florists, by proper committees, should be able to advise and assist the Federal Horticul-

tural Board in reaching wise and just conclusions on matters of production, supply, and demand and this advice should not come from small groups, selfishly interested in admitting or excluding certain items.

We should play fair with the Board and with each other, and not as in the past with the sole idea of getting ahead of the other fellow. The atmosphere has been cleared. Let all sides join in keeping it so!

### NEW YORK STATE FAIR

The eighty-second annual State Fair will be held at the State Fair Grounds, Syracuse, New York, September 11-16.

Professor D. Lumsden of the U. S. Department of Agriculture, Washington, D. C. has again been appointed Superintendent of the Flower Department.

Superintendent Lumsden is now making arrangements to take care of the largest exhibit of Gladioli, Dahlias, Roses and Asters ever staged at the New York State Fair.

Premium lists may be obtained from the Secretary, Mr. J. Dan Ackerman, Jr., New York State Fair, Syracuse, New York.

### THE CLIMBING HYDRANGEA

Seeing the side of a two story building covered with the climbing hydrangea just putting out its pale green leaves started the writer wondering why this plant was not more frequently seen.

There is a lack of clinging vines and the climbing hydrangea when it does thrive is an extremely good looking plant.

There must be some undiscovered need in connection with its requirements, as it is seldom seen and rarely in stock in any quantity in nurseries. When this plant finds a situation that suits it, it is extremely fast growing. While the writer has more often failed than succeeded in growing a stock of plants there have been occasions when it has showed itself to be remarkably free. One instance, a small plant out of a 4 in. pot was placed against a southeast wall where the ground from lack of cultivation due to its position might be described as sour with the turf in that particular position rather mossy. It grew to the second story in two years making as much as eight to ten feet the second season.

The usual experience with this plant is for them to remain about the same size for several years.

There are really two plants that are sold under the name of climbing hydrangea namely *Hydrangea petiolaris* and *Schizophragma hydrangeoides*, the latter perhaps being the rarer of the two in American gardens. They both cling very firmly to a rough surface such as stone or brick. The *Schizophragma* has smaller leaves more circular in shape, more coarsely toothed and a darker color; but unless seen together one is likely to be confused with the other. They are both plants that are worth investigating by some good plantsman to discover a method of growing them with a reasonable amount of certainty.

# The National Nurseryman

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Correspondence from all points and articles of interest to nursery-  
men and horticulturists are cordially solicited.

Photographs and news notes of interest to nurserymen should be  
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Hatboro, Pa., June 1922

**THE PLANT CONFERENCE** It was good policy on the part of the Federal Horticultural Board to call the conference and give the various interests an opportunity to express their views. The setting was a good one, entrenched government with its magnificent buildings, staffs of experts, its mass of records, statistics and files, and back of all a public opinion easily excited to fear of an unknown epidemic that would affect its well being.

Those who attended the conference with the idea that the Board's authority was not well founded or that its decisions were not based on the best knowledge available must be very obtuse if they did not change their opinion.

Even though the Board had exceeded its powers in putting in operation Quarantine 37 the sentiment in favor of it makes it impregnable. It makes little difference if the sentiment is due to false premises or otherwise.

It matters not if the quarantine is an economic measure disguised as protective measure it is an accomplished fact and those who resented the measure for its supposedly false intent are out numbered by those who believe in its benefits.

The basic principle of Quarantine 37 is, as rapidly as possible to make this country independent of foreign supplies, with the object of ultimately reaching a condition where entry of foreign plants will be limited to new plants and to such plants as are not capable of production in the United States with the single object of reducing the risk of further entry of dangerous plant pests.

The board is working true to this principle and has shown itself willing to go the limit in accommodating the various interests within its policy.

It intentionally plays no favorites, although it may seem to some that it does, but which may be explained

by the fact that the best of laws work an injustice to some.

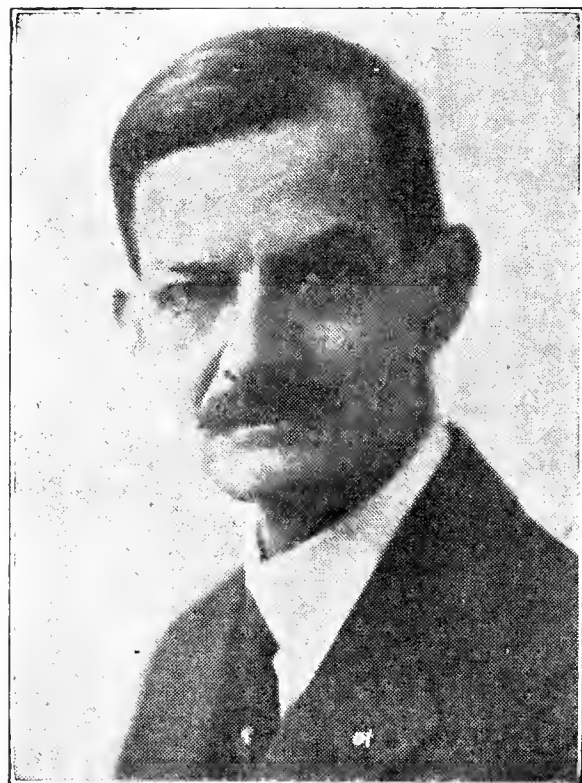
There is little likelihood there will be any change in the policy of the board on the ground that foreign countries are able to prove the danger of introducing pests has been reduced to the irreducible minimum or that Quarantine 37 is proved ineffective to keep out plant diseases and pests, change in policy if any will be brought about along the lines of trade reciprocity.

Quarantine 37 may be all its worst enemies claimed it to be, bureaucratic, iniquitous, unjust, futile in its purpose to keep out pests and diseases, an excuse for spending the people's money and a climax in a paternal form of government but no one can deny that it does not foster American Horticultural and Agricultural Industries.

## JOHN WATSON

The many nurserymen friends of John Watson will be interested to know that he has become associated with The DuBois Press, Rochester, New York. A high class firm of catalogue builders, advertising and process color printers.

At first thought it would appear that Mr. Watson had severed his connection with nursery interests but it really does not imply any change from his former activities.



John Watson, Princeton, N. J.

As a nurseryman his principle job was selling trees and plants. He has merely enlarged his scope, instead of selling for one firm he hopes to sell for many.

With the experience and knowledge of the nursery business combined with his well known ability The Du Bois Press is to be congratulated upon securing his services and we feel sure his many friends wish him every success in his new venture.

## BUSINESS IMPROVING

The Commerce Reports of April 24th in its survey of current business says, "The optimism prevailing is well founded," and "That this optimism is based upon better fundamental conditions is shown by the trend of the figures so far received by the Department of Commerce for use in its "Survey of Current Business." Statistics of actual commercial and industrial movements during March, so far as they were available up to April 18, show a profound improvement over the conditions a year ago.

"Two outstanding features of more than ordinary importance are the marked increases in iron and steel activity and the big increase in construction. Since the 1st of April the coal strike has resulted in the total cessation of work in the anthracite mines and a reduction of more than 66 per cent in bituminous output. However, owing to the exceptionally heavy stocks of coal, this situation has so far had but little effect upon business."

Among other notes it places "The value of contracts for residential building totaled \$121,551,000, an increase of nearly \$50,000,000 over February, and far above any figure shown in the monthly record extending back for three years. Correspondingly large increases occurred also in business and industrial buildings and in public works and public utilities."

Activity and residential building is sure to have a similar effect on the nursery trade.

## NURSERY SALESMEN

We had the pleasure of a visit from a real nursery salesman. One who did not tell you about trees in general or describe a Pin Oak or White Pine but told you about the particular trees he had to sell. How many times they had been transplanted, their size, price, besides giving all sorts of information that would interest the buyer of his particular trees.

Nothing stereotyped or stale about this gentleman.

His selling talk was divided into two sections: First—To enable the customer to do his own choosing for any particular purpose, by the aid of pictures and lists. He showed combinations for every imaginable position on the grounds. Second—A selling talk that told you what you were actually getting besides the name of the plant.

This salesman represents the American Forestry Company, Boston, Theodore F. Borst, President, operating the Little Tree Farms at Framingham and Framingham Centre, Mass.

## Obituary

### MRS. LAURIE MCGLOINE BERKMANS

We regret to announce the death of Mrs. Laurie McGloine Berkman, wife of Louis A. Berkman, formerly of Fruitland Nurseries, Augusta, Georgia.

Mrs. Berkman died May 17 after an illness of some months. A native of New York City, she went as a bride to reside at Augusta about four years ago.

Mr. Berkman's many friends in the trade will sincerely sympathize with him in his bereavement.

## THE ILLINOIS STATE NURSERYMEN'S ASSOCIATION PUBLICITY CAMPAIGN ON "PLAN TO PLANT ANOTHER TREE"

Gentlemen:

"Plan to Plant Another Tree" was born February 10 at an Executive Committee meeting of the Illinois State Nurserymen's Association. \$200.00 was appropriated to finance the plan and to get Editorial material ready for the newspapers. \$180.00 was appropriated to run slides in the Motion Picture Theaters in Illinois—1300 of them.

This has started the movement in Illinois. Clubs such as Lions, Rotary, Kiwanis, Chambers of Commerce, Women's Clubs, etc., as well as Farm Bureaus, have come forward and joined in an effort to drive home the slogan, "Plan to Plant Another Tree."

It has not stopped at the boundry line of Illinois. More than 100 Nurseries and Seed Houses outside of Illinois have purchased the rubber stamp, "Plan to Plant Another Tree," and are using it on their mail. Newspapers and Clubs in Iowa, Indiana, Ohio, Wisconsin and Michigan, have taken up our movement and want to push our plan in their states. Even Pennsylvania and South Carolina are heard from, wishing to push a program of such merit.

The Executive Committee realize that "Plan to Plant Another Tree" is not for March and April, but for *all the year*. The Newspapers and Clubs are doing their part and, with the financial help of the Nurserymen, "Plan to Plant Another Tree" will go forward in a nation-wide movement to make America a better place in which to live, and all Nurserymen will benefit.

All of the material thus far has passed thru the hands of your Secretary, Mr. J. A. Young of Aurora. He is giving his time free toward the best interests of all Nurserymen. You gentlemen all realize that an undertaking of this character demands much time and careful thought. If Mr. Young will give his time, surely we Nurserymen, who will benefit from his efforts should be generous in our support of this Campaign with the necessary money to carry on the work.

A careful estimate worked out by the Executive Committee last Saturday indicates that it will require \$2000.00 to keep up the good work for the year. This means a small sum for each one of us, if every member of the Association and other interested Nurserymen will give either \$10.00, \$25.00, \$50.00, or \$100.00, to insure that there is plenty of money in the treasury to carry on this important piece of work for the Nurserymen. The following Nurserymen have given \$100.00 each: Peterson Nursery, Klehm Nursery, Swain Nelson & Co., The D. Hill Nursery Co., and Aurora Nursery.

We ask that you sit down right now and make out a check to Mr. Miles Bryant, Princeton, Illinois, for the amount you feel you can afford to appropriate as your share of the necessary expense.

The Nursery interests have already received many thousands of dollars worth of advertising space in the papers. This advertising has been of the very best of its kind for the nursery interests. Splendid Editorials



have been written commending the work of the Illinois State Nurserymen's Association. We, as nurserymen, cannot afford at this time to discontinue our efforts or lessen the good work for lack of funds. Be as generous as possible, write a check at once, and send it to Mr. Miles Bryant, Princeton, Illinois.

Give every dollar you feel you can afford.

Yours very truly,

A. H. HILL, *Committee Chairman.*

Louisiana, Mo., April 26, 1922.

Editor National Nurseryman,  
Flourtown, Pa.

Dear Sir—Regarding the outlook for next year's business, etc., here is what we think of the situation.

Our sales this year have been exceptionally good, in spite of the depression in other lines, and we anticipate even better sales for the coming year, as prospects for a fruit crop are the best in many years. Under present conditions we are having our new price list set up almost without change.

As we see the situation, two year apple is going to be just as scarce, and perhaps even scarcer, than last year, both in the Central West and in the East.

*One year apple*—Early indications were that there would probably be 15% to 20% more one year apple than last year. However, throughout the Central West and also the other main one year apple regions, we have had some of the heaviest rains in history, and probably not over one-half the grafts will get planted in time to make salable size stock for Fall. Therefore, as far as salable size stock is concerned, one year apple may be as scarce or scarcer than last year. In our own plants, ordinarily we are through our planting by about the middle or the third week in March. Now it is the middle of April, and we haven't finished half our graft planting, and not more than a fourth of our grafts planted in our Missouri plant—and it is still rainy and wet.

Therefore, we believe that good sized two year and one year apple trees are going to be scarce, and much better property than most people now realize. The apple crop is practically assured in most apple growing sections. Apple growers are going to make good money. Many of those who could not buy last year, are going to have plenty of money and will plant this year. We look for an enormously increased demand for apple trees, with sale size stock still scarce in the Nurseries.

From the present outlook, this past year will be the largest year in our history—both fruit trees and ornamentals. All other lines of business seem to be on the up-grade, and we see no reason why we shouldn't have good business next year—but we are somewhat worried about the following year, because we fear there is going to be an over-supply and a good deal of the demand will be taken care of this year. This applies only to apple and peach, as we believe cherry and pear will be scarce for several years to come.

One year peach ought to be almost as good property as last year, and if the cold, wet weather continues, there will be a great deal of damage to the buds, due to bush head, mildew, etc., which may greatly reduce the

available stock coming on. On top of this, there is undoubtedly going to be a much larger demand for peach trees, because the peach crop is practically assured throughout the greater part of the peach growing areas. As far as our own business is concerned, we look for nearly twice as much demand for peach trees as last year, with not much greater available supply than last year.

Yours very truly,

LLOYD C. STARK.

Vice-President, Stark Bro's N. & O. Co.

## INTERCHANGE OF PLANTS BETWEEN DIFFERENT COUNTRIES

*Address by Prof. Dr. John Westerdijk to the Congress of the Federation Horticole Professionnelle Internationale on April 21, 1922, at The Hague*

Horticulture has been suffering a great deal from war conditions. Another evil is troubling and handicapping its development nowadays. These are the regulations and rules which different countries have adopted governing the importation of nursery stock, seeds, bulbs, etc., to minimize the carrying of fungus parasites and insects, from one country to another.

The passport for a plant to travel from one part of the world to the other is more complicated, requires more work and trouble than a man's. The control of disinfection, the inspection of its growing districts involves a large amount of work and gives rise to many difficulties. However, anyone studying phytopathology, knows that some of these rules are comprehensible.

We all know that many parasites travelled from the United States to Europe and vice versa, from Europe to the United States, from Asia to the United States and Europe and so on. We know that the Phyloxera, the American gooseberry mildew, came over here, and that the White pine blister-rust, the brown-tail moth, went from Europe over to the other side of the Atlantic, that the San Jose scale was a passenger from China to the United States. We know that sometimes diseases are more virulent in another climate. As to these facts, we are all in the same conditions on this and on the other side of the Atlantic or in Asia or anywhere.

The above-mentioned examples happened in the times when we knew very little of phytopathology, when this science was in its childhood and when hardly any phytopathological control existed.

However, these questions have taken quite another aspect, because of the broader knowledge, and the better control of the different diseases, we are more able to separate the dangerous from the harmless, the more efficient our methods of disinfecting are the milder should be the restrictions. Instead of this, we see different countries re-inforcing and strengthening their quarantines; Western Europe is beginning in the same way as the United States; the movement takes a more hysterical aspect and the end will be an absolute isolation of each country's plant products.

The scientists acknowledge that there is a danger of transporting parasites. Science and practice have to work hand in hand concerning these problems, but they must never lose touch with each other. But the scientists are also aware that the danger is on both sides, as well in Europe as in America. I think that this fact has not had sufficient attention drawn to it.

I want by this address to try to answer two questions for you.

1st—What are the immediate and possible dangers for Western Europe, if it does not quarantine products from the United States?

2nd—Are the dangers as great with our modern methods of control as the quarantine laws from the United States indicate?

I am going to restrict myself to the fungal and bacterial diseases, as my time is limited and the insects are not quite in my line of work.

For answer to the first question, I will point out the diseases for you, which up to this time have not been found in Western Europe, and which may be carried over. I will also mention such diseases that are already known here, but which are commonly found on American products, because the United States also quarantines against diseases which are already spread in their own country. However, in my opinion some of these American conclusions go too far. We must put the "possibility" case of diseases changing their force, as the United States do, but we must avoid falling into speculations of harmless sapro-



phytes becoming parasites under other conditions or of host-plants changing their susceptibility. He hardly know anything of the scientific base of this changing. We do not know whether the host plant is changed or the fungus. We only know that their relations have a different aspect.

We accept the possibility that fungi and bacteria, which cause severe diseases in the United States, may cause as severe an epidemic here.

I am going to follow the lists of imported plant products into Rotterdam harbor, for my conclusions. And I will speak of the parasites of plant products for propagation as well as for consumption.

The importation of fruit is becoming larger and larger. Apples were imported into the harbor of Rotterdam: 5000 KG in 1920, 208,000 KG in 1921; nuts increased from 288,000 in 1920 to 590,000 in 1921.

A severe apple disease, the bitterrot, caused by *Clomerella cin-gulata* (*Glososporium fructigenum*) exists in America. This kind of fungus also lives in Europe, without doing harm, but we also know by the researches of Kruger, that in Europe the strain (as we call it in mycology) of the fungus is different from the American strain, as well in morphology as in virulence. It is possible that the virulent strain will be carried from America as small spots on the apple, and it may possibly cause epidemics here as severe as in the United States. I will also draw your attention to a disease of nuts, common in California, the walnut blight, caused by *Pacudomonas juglandis*. When young the nuts are exposed to a severe rot, which if attacked actually kills them. But the late infections (after the researches of C. O. Smith and H. Ramsay) only give "a very shallow, superficial development of the disease." I am well aware that these nuts—imported are not used for propagation, but they may carry the bacteria and this case is comparable to the many cases of the American pathologists.

As to the seeds we know that clover seed has always been imported from United States to Western Europe (15,000 KG in 1920, 11,000 in 1921). In scientific phytopathological publications the question of parasite-importation on this seed is often mentioned, as we know, that American red clover seed is mixed with European in the market. Merchants generally advertise their seed as being unmixed with American varieties, as they know it often is attacked by Anthracnose (*Clososporium Caulivcrum*). I do not think it was quite proved on a scientific base, though it is highly probable that it has been imported. In Germany it has been often found on crops from American seeds and the general opinion is that American varieties are more susceptible.

The importation of wheat, mais, rye, barley, oats and buck-wheat is of the greatest importance, especially as a good stuff. Through the latest agricultural quarantines of the United States of America we know that the United States is afraid of importing fungus parasites through the grain seeds "imported for consumption." Quarantine 39 is an example. It demands a certificate that the seeds imported were grown in a place free from *Ophiobolus graminis* (take-all disease), which they find mentioned in Japan, Australia, France, Italy, Germany, Great Britain, Ireland, Belgium and Brazil. This take-all disease is caused by a parasite, *Ophiobolus*, which attacks the plant at the stem base and which has no flying conidia, which might infect the seed. The ascospores of the fungus are liberated during the winter or early spring and remain in the soil until the required amount of moisture and temperature induces germination. Mangin observed the germ tubes enter the wheatplant through the root hairs. I do not think it possible that seeds could carry or transmit any propagation organs of the fungus. If they were carried it could only be by the straw, though it will probably remain in the stubble, but certainly not with the seed, even in an uncleaned state.

The Americans say that the disease is not heretofore widely prevalent or distributed within and throughout the United States. Are the Americans sure it is "prevalent" in the countries mentioned above? I know that our knowledge of the *Ophiobolus* disease is very small indeed and that there is more than one *Ophiobolus* disease. The economic importance of the diseases is not large; it has been studied insufficiently and the transmission of the disease by seed highly improbable. Besides in the United States, the disease does occur. In the American phytopathological literature of the last years, another disease of grains in the United States is mentioned, which unfortunately has the same name, take-all, but of which the cause is undetermined. It is described in Farmers' Bulletin 1226, of the U. S. Dept. of Agriculture. In 1920 it was found in Illinois. It is supposed that a *Helminthosporium* is connected with it. If Europe is going to be afraid of this "unknown" disease, we will probably get into a muddle about the name "take-all," and before we really know what it is. As Quarantine 37 was established in 1919 and the new "take-all" only appeared in 1920, this name should be abol-

ished by scientists. We cannot make out what the danger is of the "Illinois take-all" for Europe. The large shipments of cereals, even when used as a foodstuff only, will probably put European agriculture on a lookout.

In the year 1920, 124,000 KG of beans were imported into Rotterdam harbor alone. In America, beans are severely attacked by a dangerous disease, which might be carried to Western Europe. It has never been found with scientific certainty on this side of the Atlantic yet. The disease of the beans is called the bean blight (*Bacterium phaseoli*). But America's famous bacteriologist, Erwin Smith, thinks it highly probable that it is commonly carried on the seed. The more so as Edgerton's experiments seem to prove it. Erwin Smith says that it affects the seed coat, without destroying the seedling embryo, and the organism has a great resistance to drought. It is a well-known fact that it is a dangerous disease in a moist climate. The bacterial spots are seen on the leaves as minute translucent dots, which become somewhat protuberant, later sunken and discolored. The pods are also heavily infected and finally the ripening and the grown out seeds. The United States and South Africa are the places where it occurs very often.

And again, what about the vegetable seeds, of which in the year 1920, 16,000 KG were imported into the port of Rotterdam? The pathology of the vegetable seeds is only partly known. In the case of several diseases, the way in which these diseases are transmitted is not known, but there are indications that a number of these may be carried by the seeds.

In the United States there is a dangerous bacterial disease of the tomato, caused by *Allanobacter michiganense*, which causes a paleoendisease. It shows a withering of the stems, a leaf wilt and finally a rotting of all the tissues. Erwin Smith says of it, "I think that it is a seed-borne infection. I have seen its yellow slimes close under the seeds in the middle of green tomato fruits and also in the coat of an immature seed." Whether or not, it actually occurs in the interior of seeds, capable of germination, the frequent extensive invasion of the outer part of the tomato fruit is certain to bring about a surface contamination of the seeds.

These examples illustrate some of the dangers that threaten European horticulture and agriculture. If Europe follows the same lines, her points are as convincing as the American are.

England has in 1921 issued an order against four American plant diseases, the chestnut canker (*Endothia parasitica*), downy mildew of hops (*Peronosplasmopara humili*), pear blight, (*Bacillus amyloversus*), black knot of plum (*Ploerwrightia morbosa*).

From a purely scientific standpoint the two fruit diseases may be carried over by fresh fruit; the order will also be of value in case of blight and black knot, when scions and twigs are sent from the U. S. to Europe; so it is with the chestnut canker, which is a real twig parasite. The order shows that the interests of English horticulture and agriculture are focussed on this point.

Before trying to answer the second question (whether the danger is so large as the United States makes us believe) I want to make some remarks on Quarantine 37.

Quarantine 37 of the United States has been the focus of interest of horticulturists. It has been criticized by different scientists, by our phytopathological services a. s. o.: So it nearly seems superfluous to speak of it again.

There are only some questions that arise from a scientific standpoint and which I should like to put to you.

I take as a base that every cultural plant which may not be imported is refused on account of a special disease. If now I see that the peony and the gladiolus are excluded (the import occurs only by special permit), I can only think of two diseases. The peony suffers in the United States and in Western Europe from *Botrytis Pasonias* Oud. In the United States it is very common and has been studied at different phytopathological places. I have the impression that it is more common in the United States than it is here, but at both sides it is well known, and there is no danger of harming each other, on either side. With the gladiolus it is the same thing. The only disease that has certain influence is the hardrot that is caused by the fungus *Septeria gladioli*. This occurs at both sides and was first described in the United States by Massey.

The growers here know it well and in the United States it is wide-spread. For a phytopathological scientist it is absolutely incomprehensible why these plants are excluded.

The same may be said of the dahlias, of which as far as I know, no dangerous infectious disease exists.

Let us now have a look at the practical side of the question and catch a glimpse into the lists of the fungal and bacterial parasites America has found in different shipments of plants from Holland. It will show to us whether the shipments of plants are loaded with parasites.

The phytopathological service has already pointed out by analyzing these lists how clean the plants are and how few parasites are to be found in them.

In the course of four years (1915-1918) they found no noxious diseases, 16 that had been known for years in the United States, 8 organisms without parasitic characters, 21 insufficiently described fungi of no noxious influence.

It strikes one that *f. i.* Botrytis parasitics on the tulips, which is spread on both sides of the ocean, has only been determined three times. We find mentioned *Clomercella cingulata* (*Gloeosporium fructigenum*), of which we know that the American strain of the fungus is different from the European as I put forward at the beginning of my speech. Rhazoctonia Solani has been found which is a parasite common in the soil in all parts of the world. *Bacterium tumefaciens*, the crown rot of apples, quinces was found in shipments. It is rather general here, but not of large economic influence, though well known to growers and pathologists. In the United States it is of more influence, causing a severe trouble with apple seedlings, and as for the quinces, a California grower told me that "tumors were normal on these plants." It cannot be of any importance to their cultures whether *B. tumefaciens* be imported or not. We do not know whether it is a question of difference in strains in the bacteria or of difference in the hostplant. I notice in the lists the *Sphasropsis malorum*, known in the United States as the pernicious New York apple canker. It is not yet known as a canker producing parasite here, but we must have a look out for it. If the fungus occurs here the strain of fungus does not seem to be virulent.

As already mentioned, I cannot find any severe diseases among these lists. The modern methods of control minimize the danger of transmitting parasites.

But we know that American scientists think it possible that a harmless bacterium of fungus from here may prove fatal to them and we know that Europe runs the same risks.

There is a slight chance, but if the world accepts this thesis, we shall look in future upon an impossible kind of life. Think of men treated in the same way as plants, make the same suggestion about men's parasites!

We can imagine passengers descending from mailships, with colds; these "colds" vacilli may change in the different climate into pernicious pneumonia bacilli and become noxious to our people. But not only coughing passengers carry the cause of disease, but apparently healthy people may. This is specially the case with those people known as typhoid carriers, who walk about with a laughing healthy face, but who are laden with germs of a pest. Hysterical fear would have these people killed.

Measures against man's diseases are not so rigorous, but the measures against all possible and impossible plant diseases get sharper and sharper. By reasonable quarantine, man's epidemics are well kept in check.

The immigration of man has never been prohibited on account of diseases which he is not suffering from, but which he might carry.

With international understandings on inspection, disinfections and fumigations, the exchanging and transportation of horticultural and agricultural products should continue with a certain amount of supervision but not crippled by too severe rules.

The certificates of pathologists should be recognized in the same way as those of human doctors.

The interchanging of plants should not be prohibited but only controlled. Prohibition is always a sign of weakness.

It is only on this base that a healthy development of horticulture and agriculture may flourish. Competition is a necessary factor for the advancement of the world and this will not take place if the present stringent conditions are insisted upon.

I will finish this address by expressing the hope that this congress will be able to influence the making and unmaking of the conditions with respect to interchange of plants.

(Bond van Platonhandclaren S. Mr. W. E. WERY.)

Mr. H. V. Taylor said he wished to thank Prof. Dr. Johanna Westerdijk for the most excellent address which she had given to the congress. In the course of it she laid great stress upon the need of all countries continuing to be allowed to send plants and other horticultural products to America under the provision that such should be accompanied by health certificate. If they traced the history of the American regulation they would find that in 1912 the Americans were quite convinced that sufficient safeguards were taken against most of the diseases if the plants were accompanied by a certificate of health. But now the American authorities say they have no faith in that system. Since 1912 they had had the plants entering their country examined. Shipments from Holland, Belgium, France and England had been intercepted and the consignments (?) examined. In the case of English shipments 154 shipments had been intercepted, and these disclosed 63 different species of insects and fungi. In consequence of these discoveries the Federal Board has declared that the health certificates are of no value for the purpose. That seemed at the first to be a rather reasonable argument. It was so until they searched into the question a little

further. So far as England was concerned, we had gone into the matter a little closer and found that they had intercepted shipments revealing pests which had little connection at all with the plants. Such for example as the common housefly. The Americans also reported San Jose Scale; this pest had never occurred in England. If it had got on these plants it must have got on after landing in America. One other pest was intercepted, Jap. Scale, on some Japanese trees. The plants in question were certainly sent from England, but it was also a fact that they had previously come from America to an English nurseryman, and trans-shipped back to that country; that was how the pest had been intercepted.

When the congress listened to the long lists of pests mentioned by Prof. Westerdijk which America had and which were not found in Europe, congress must have been deeply convinced that the risks which America ran from our pests was not so great as it was in our case. If you go through that list of the pests which America has and we have not, the only view which we can hold is a rather gloomy one. The interchange of plants between one country and another has grown up with civilization, and while it entails risks, the balance is on the side of advantage. Mr. Taylor urged that all their efforts throughout the whole world should be directed with a view to keeping that trade of interchange of horticultural products going rather than erecting unnatural economic barriers to stop it. The latter method would be a retrograde step.

Orlando Harrison, State Senator, head of the Harrison nurseries and extensive fruit growers, Berlin, Md., said yesterday the fruit of Delaware and the Eastern Shore of Maryland had been only slightly damaged by the late frosts. This statement followed a survey which Senator Harrison has made of the orchards and farms in control of his corporation.

At Easton, Md., early and late apples and peaches will yield an hundred per cent. At Hurlock, Md., where the firm has 300 acres in fruit, the yield will be 90 per cent. At Seaford, Del., where there are 225 acres in fruit, the yield of early and winter apples will be 75 per cent. At Berlin, Md., with 1,000 acres in peach and apple trees, a yield of 90 per cent. is expected in peaches, 100 per cent. in early apples and 75 per cent. in winter apples.

From the Berlin orchards Mr. Harrison is expecting 300 carloads of peaches alone. There are 40,000 apple trees there and 60,000 peach trees.

The strawberry crop about Berlin is estimated at one-third of a crop. Strawberries in some sections of Kent county suffered damage to some extent, but a big late crop is looked for. Grapes, while slightly harmed, have not been seriously affected.

## FREIGHT AND EXPRESS CHARGES

In a recent presentment to the Interstate Commerce Commission regarding the present excessive freight and express rates on nursery and plant material, Frederick W. Kelsey, President of the F. W. Kelsey Nursery Company, New York, summarized the question in the following points:

1. Nursery products are like farm products, cultivated and produced directly from the soil and for wide dissemination and public use including both fruits and what is more commonly known as ornamental stock.

2. Labor conditions during and since the war and the added burdens of taxation have made the production of nursery stock even at the pre-war rates for transportation an extremely trying and in many cases a hazardous undertaking.

3. The present excessive and in many instances ex-

PEARS, Standard and Dwarf.

RASPBERRIES, Plum Farmer, transplanted.

NORWAY and SUGAR MAPLE, Sizes 1½ to 2½ in.

SUGAR MAPLE, 5 to 7 feet, once transplanted, for lining out.

EUROPEAN SYCAMORE—Several fine blocks.

PIN OAK and RED OAK—Sizes 6 to 12 feet.



### EVERGREENS

RETINOSPORA Picifera Aurea, Plumosa and Squarrosa. Sizes up to four feet.

NORWAY SPRUCE—Sizes up to 6 feet.

AMERICAN ARBOR VITAE—Fine block 3 to 5 ft.

*Good supply of many leading varieties of shrubs.*

**W. B. COLE**

Painesville, - - - Ohio.

## NURSERY OPPORTUNITY

The largest city of the Southwest is now without a representative nursery. Four hundred acres of the finest land, conveniently and prominently located, are available. 7 miles from business center, city of 175,000. One or more practical nurserymen are needed, for active participation in the business and to invest. Corporation now being formed. Very substantial interest available.

This is a wonderful opportunity for the right man or men to make a permanent connection with an enterprise of unlimited possibilities.

*For Full Particulars Write at Once*

**Box 6, Care National Nurseryman**

# RAFFIA

Dependable Brands

**RED STAR XX SUPERIOR  
AA WEST COAST ARROW**

Bale Lots or Less

## LILY BULBS

**AURATUM RUBRUM  
MAGNIFICUM GIGANTEUM**

All Hardy Varieties in Case Lots, 8-9'', 200 per Case; 9-11'', 150 Per Case

## BAMBOO CANES

**NATURAL, 5-12 ft. Japanese or Domestic  
DYED GREEN in 18" to 3½ ft. sizes**

Bale Lots Only

**FRENCH FRUIT and ROSE STOCKS  
PALM SEEDS**

*Write for Prices, Specifically Stating Your Requirements*

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## NURSERY SPADES

**EXTRA LONG STRAPS**

and

**REINFORCED AT  
BEND OF HANDLE**

also where

**STRAP IS WELDED  
TO BLADE**

*Made in Either Square  
or Round Point*



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Cheltenham -:- Penna.



orbitant transportation rates discourage production, disheartening those who would otherwise invest capital for increase and production and the blighting effect of the present freight and express charges on all kinds of nursery material are matters of common observation to those conversant with the present status of this industry.

4. Every argument and consideration applicable to the reduction of transportation rates on farm products and other staple articles we submit, applies, with equal or double force to the transportation of nursery stock.

5. As the trunk line associations are employed and act directly in and for the interest of the transportation companies, little or no confidence is or can be placed in any practical reduction of transportation charges through these associations, hence the appeal to the Interstate Commerce Commission who can and do act in a fair and judicial capacity in determining these vital questions.

6. May we also call your attention to the almost confiscatory and prohibitory charges now made on all nursery and plant material, by the American Railway Express Company? My company has had recently some aggravating experiences where the charges were so excessive as to produce an unavoidable feeling of reactionary antagonism which should not exist against a chartered corporation by the public having practically a monopolistic business under governmental control and where citizens require the service.

As practical illustrations of this condition of exorbitant and almost confiscatory transportation charges, we refer briefly to a few of the many instances recently occurring in our own shipments, to wit:

One car trees in closed boxes C. L. in bulk, Charles City, Ia., to Mt. Kisco, N. Y., weight 6750 pounds, value of contents of car \$195. Freight charge paid at local rates (although shipped on through Bill of Lading) \$125.27. One car shrubs, C. L. in bulk, Cresco, Pa., to White Plains, N. Y., distance 124 miles, weight nominal, value \$174.50. Freight charged at local rates, though shipped on through Bill of Lading, \$83.20.

Consignment by American Railway Express Co.; one closed box nursery stock from Elizabeth, N. J., to Bellingham, State of Washington, weight 550 lbs., value \$45.00, express charges and shipment declined at destination on account of these fabulous charges \$74.00—instead of less than \$60, the correct amount.

One closed box shrubs nominal weight from McMinville, Tenn., to Danbury, Conn., value \$29.50, express charge paid, \$19.00. Two closed boxes containing 18 small 3 to 4 ft. Evergreens, from Troy, Ohio, to Montclair, N. J., weight 830 pounds, value \$24.00, express charges paid, \$26.00.

Copies of the above were also submitted to Secretary Wallace, Senator Capper and others in official authority and cordial acknowledgments received in reply. One of these responses reads, as follows:

"I appreciate, as you do, the importance of securing reduced rates on agricultural products and I can see no reason why nursery stock should not be included in such an appeal. It seems to me you make a strong showing. I shall be very glad to hold your interest in mind and render any helpful service I can."

Another favorable reply refers to:

Nursery products are very closely associated to the American idea of civilization, and it is indeed gratifying to know that there are people still who are devoting their time and energies in the direction of a wide distribution of both fruit and ornamental varieties. We have very recently been in co-operation with those directly responsible for the Arbor Day message which was sent by radio to every part of our great country.

"All very agreeable and so far so good", says Mr. Kelsey in an interview, "but what are we unfortunate shippers of nursery and plant stock going to do about it and recover from the powerful transportation companies these monstrous charges already paid for the kind of service rendered. We are called on in shipping to outside points 'to stand and deliver' before we can obtain possession of our own property.

"Then to try and get an adjustment of such confiscatory charges or practically the same thing to obtain a refund on charges based on local rates on through Bill lading shipments—twenty per cent (20%) or more higher than through rates—and earn the amount a good many times over both in patience and expense in meeting the haggings, the evasions, the delays, and unsatisfactory conduct generally of the shrewd, cunning lawyers paid by the year for just this method of tiring out claimants, no matter how large or small or how fair, just and honorable such claims for outrageous charges may be.

"It would seem high time that there should now be a co-operative co-ordinated effort by all shippers of nursery and plant material to obtain from those in authority an overhauling of the destructive transportation charges based on a quid pro quo, of weight, value, and service, between the corporations and the public.

"My company will co-operate in this movement for practical results along constructive lines and ready to do its share toward that end."

## QUESTION AND ANSWER COLUMN

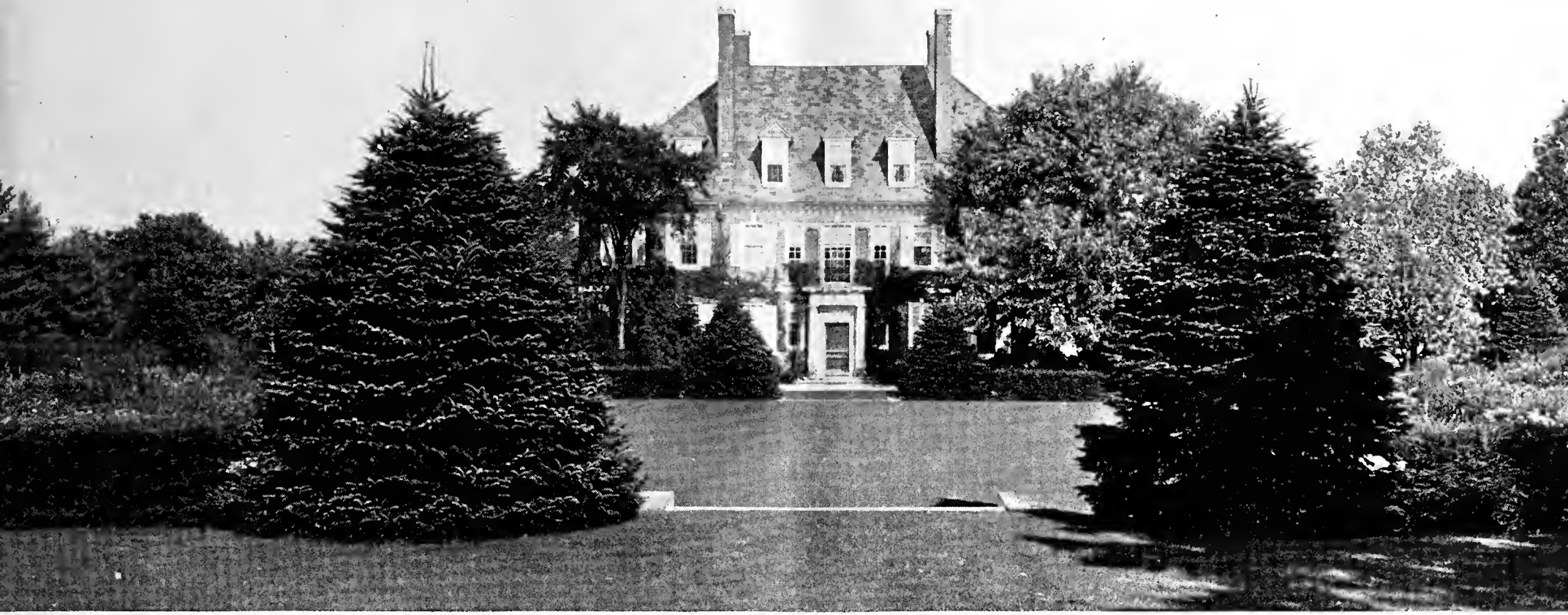
How long does it take to grow trees suitable for street planting?

B. H.

It depends entirely on the kind of trees that are needed and also what specifications if any govern the size that is allowed to be planted on the streets. Some municipalities will only permit trees to be planted that are 2 to 2½ inches in diameter of stem, six inches above the ground and branched not less than six feet from the ground.

The soft wooded or fast growing trees such as the Carolina Poplar are not allowed to be planted in some towns and cities. Trees of the dimensions given above of the Carolina Poplar may be grown in from three to four years. Properly handled silver maples will attain the same size in from five to six years while Norway Maples which perhaps might be termed the standard street tree would take about eight years. The Oaks perhaps even a little longer.





# *Your Catalogue*



IS the most important investment you make during the year. In fact its quality and appeal almost determine the results of all the other investments of the year. If your catalogue fails the year fails.

The preparation, illustration, composition, paper, ink, presswork, and binding of your catalogue should have at least as much care and thought devoted to it as the growing, buying, selecting, storing, and care of the seeds, plants, and trees you sell.

There is a sure and steady drift of the mail order business in your line to the firms who are giving the preparation and making of their catalogues careful and adequate consideration. The cheap, hurried, indifferent appearing catalogue may get an occasional year of good business; but the steady, growing, profitable mail order sales inevitably gravitate to the firms putting out attractive and appealing catalogues.

# The Well Prepared Catalogue



**T**HE WELL PREPARED CATALOGUE, properly illustrated, printed on good paper, with good ink, enclosed in a convincing, handsome and sales-making cover, protected by a substantial envelope, creates confidence instantly.

A stream rises no higher than its source. A business can not go beyond the vision of its management. If you wish to see your catalogue business proceeding on the solid, substantial highway to success you can not afford cheap experimenting. Put your confidence unreservedly in a firm having experience, reputation and ability.

## A. B. MORSE COMPANY

Designers, Illustrators, Printers  
of Seed and Nursery Catalogues

ST. JOSEPH, MICHIGAN



## THOROUGHLY MATURED SEEDLINGS

### APPLE JAPAN PEAR

Remember, our stock is grown on the rich volcanic ash soil of the Yakima Indian Reservation, far removed from old orchards and forests and is free from pest or disease. Our rainfall is light, therefore we irrigate and with our constant cultivation keep stock growing continuously. The dry crisp fall weather with practically no rainfall ripens the stock perfectly.

*One of last year's Southern customers just wrote us, "The apple seedlings we used from you last spring proved very satisfactory. Book us for 50,000 more."*

**For Clean, Healthy, Hardy, Thoroughly Matured Stock, Write  
WASHINGTON NURSERY CO.**

**In the Famous Yakima Valley**

**Toppenish, Wash.**

### Box-Barberry Went Over the Top this Season

Is there any wonder when it possesses the following qualities:

- 1—Absolute hardiness.
- 2—Ability to withstand severe shearing.
- 3—Uniformity in growth and habit.
- 4—Attractive autumn foliage effect.
- 5—Freedom from disease and insect attack.

We sold a quarter of a million this year, next year it will be a million.

Advertising in the leading horticultural journals will continue which will help your sales.

Orders for lining out stock now being booked.

**WOODMONT NURSERIES, INC.**  
*The Elm City Nursery Co. New Haven, Conn.*

### For FUMIGATION With HYDROCYANIC ACID GAS "CYANEGG"

Sodium Cyanide in egg shape, each egg weighs as near one ounce as possible. Destroys scale insects on Fruit Trees, Nursery Stock, Plants under glass and in Greenhouses.

Manufactured in U. S. A. by

**The Roessler & Hasslacher Chemical Co.**  
709-717 Sixth Avenue - - New York, N. Y.

### COMMERCIAL NURSERY CO.

*GROWERS OF HIGH-GRADE NURSERY STOCK*

We specialize in June Bud Peach and will have a good supply of general nursery stock ready for Fall trade. Grown at our nursery, Decherd, Tenn.

We offer from our branch nursery, Monticello, Fla., good selection of Budded and Grafted Pecans, Japan Persimmon, Fig, Mulberry. Write us.

**Decherd, Tennessee**

### Vincennes Nurseries

**W. C. Reed & Son, Prop., Vincennes, Ind.**

OFFER FOR FALL 1922 SPRING 1923

Cherry, 2 Year, all sold  
Cherry, One Year, 11/16 up  
Cherry, One Year, 9/16 to 11-16  
Cherry, One Year, 7/16 to 9/16  
Cherry, One Year, 2 to 3 feet  
Keiffer Pear, 2 Year, all grades  
Peach, One Year, Leading Varieties  
Plum on Plum, 2 Year, European and Burbank  
Hansen Hybrids, 2 year, on American Roots  
Plum and Apricots, One Year, on Peach  
Gooseberry, One and Two Year  
Our Blocks of One Year Cherry are largest in the U. S.  
Grown on New Land. Buy Early and be assured of a supply.

### THE DUBOIS PRESS

**Announces**

**the association with this company of**

**John Watson**

as Secretary and Manager of its Horticultural  
Printing Department

**Rochester, New York**

MAY 15, 1922.

### J. BLAAUW & CO.

**The Wholesale Nurseries, Boskoop, Holland**

(Cable address: Blaauw, Boskoop)

Special offer to the trade for Fall 1921 delivery.

FRUITSTOCKS:—Apple, Pear, Plum, Mahaleb, Quince, etc.

ROSESTOCKS:—Manetti, canina (briar), rubiginosa (sweet briar), Laxa, Rugosa, etc.

MAIL ADDRESS DURING JUNE

**MALTUS & WARE**

**116 Broad Street - New York City**



## AS I SEE IT

By M. T. NUTT

Well, the "Conference" on Quarantine 37 is over, and it was some "Conference." We were there in full force, and so was every one else. Some with great expectations, others were skeptical of any results. Some wanted the doors thrown wide open as of yore, others wanted the door not only kept shut, but bolted.

Most of the "lights" in the horticultural trade were there, and some who are not.

Holland, Belgium and England sent special representatives to plead for the open door, and our own "Mike Cashman," president of the A. A. of N. had a special "invite" from the Secretary of Agriculture. Orlando Harrison, chairman of our Legislative Committee, "Bill" Pitkin, John Dayton and even the far off state of Washington was represented by Mr. Magill of the Washington Nursery Company, Toppenish, and Florida by J. Harold Hume, and there were many others too numerous to mention.

It was a great session, and ran into two days. Every one was given opportunity to let off steam, and through it all Dr. Marlatt sat serene and with his usual enigmatical smile, calm and unperturbed by the fireworks going on around him.

And why should he be otherwise? He knew he held the four aces in the deck, and that after the smoke blew away his position would be stronger than ever. And it was.

When it comes down to brass tacks, what do the nurserymen want? The old open door? Not by any means. What then? It simmered down to the privilege of importing seedling Norway Maples. Think of it! Norway Maples!—when there were dozens of ornamental "stocks" needed for propagating purposes, which are as unobtainable in this country as Norway Maples.

As to the florists and amateurs, well you can best tell what they wanted by reading a full report of the "Conference."

The way I figure it, the day is done, twilight is here and tomorrow the sun will rise in the east as usual and we will go along in the same old way just as we have since Quarantine 37 was sprung on us.

Early in the winter, indications pointed to a heavy spring trade, and evidently there was. Nurserymen, in general, report a clearing out of all standard lines of nursery stock, and at profitable prices, as it should be. A few days ago I visited a prominent eastern nurseryman who has storage capacity for about thirty cars of ornamentals and what he had left would not fill a respectable order.

This is as it should be, and in spite of the fact that we hear "rumbling" of over plantings and prospects of ruinous prices in the near future, I am convinced that nurserymen have several "fat" years ahead of them and there is no reason to be pessimistic.

I don't mean to encourage "wild" plantings, on the contrary, use discretion, and confine your plantings to what you feel reasonably sure you can sell, and all will be well.

Shortly we will be gathered in annual Convention at Detroit. I look, with interest, to what may be accomplished. Last year much of the "idealistic" notion of previous years was abandoned and a new and saner policy outlined. Was it a wise or a foolish move? We should be able to determine this when we hear the reports of the several committees. At any rate, we have heard less "grumbling" throughout the year, which may be taken as an indication that the members as a whole are more satisfied than they were in the previous year or two.

I am told that Paul Lindley will go to Detroit with some recommendations that will be really worth while. Paul is wise, and I do not think he will offer any radical propositions. On the contrary, he has made a careful study of trade conditions and I am sure that anything he may propose will be worth careful consideration.

Separating the sheep from the goats, making active and associate members of the A. A. of N. may have been a wise move, but it has certainly deprived us of the company of some good fellows. John C. Chase, "Derry" label fame, than whom a finer gentleman does not exist, and Marsden Fox, of the Rochester Lithographing Company, always a "hale fellow well met." We always expected Uncle John Chase to act as chairman of the Vice Presidents' meeting to nominate officers, and "Foxey" to tell us jokes, vintage of 1776. But then, we have had to sacrifice a lot of good things to these progressive and uplifting ideas which have taken the country by storm. The days of the "round table" are but a memory. "Quoth the raven, 'Never More'."

## NATIONAL PLANTING SERVICE

TO MAKE  
MORE FRUITFUL AMERICA MORE BEAUTIFUL

CONDUCTED BY AMERICAN ASS'N OF NURSERYMEN  
F. F. ROCKWELL, *Mgr.*  
BRIDGETON, N. J.

For many months, there have been appearing in newspapers all over the country, the articles on planting fruit trees and ornamentals—trees, shrubs, and perennials—which have been sent out by the National Planting Service.

The newspapers have used more of this material than ever before—many of them have been actually hungry for it. Some of the newspapers, put on the list this year, have not only used all of this year's articles, but have printed in addition all those sent out last year.

It is evident, from the correspondence we have had, that there has been a decided change in the attitude of the average Editor toward "garden stuff." He is beginning to realize that home gardening in its various phases, is a subject in which many of his readers are vitally interested, just as they are in "sports," or the "movies," or "Radio News." There seems every indication that during the coming year, the newspapers will be more interested than ever in "garden" material, and more ready to use it.

Since this year's campaign started, more than one hundred thousand copies of the articles have been distributed.



## YELLOW PINE AND CYPRESS LUMBER FOR NURSERY CRATING OUR SPECIALTY

Saw Mill

We can furnish you crating lumber cut to size. We manufacture our own lumber and will contract to furnish your year's requirements.  
Write us for prices. Will be pleased to figure with you.

Konnarock, Va.

### FOREST LUMBER COMPANY

Manufacturers of Lumber

Office, 828 Fulton Building

PITTSBURGH, PA.

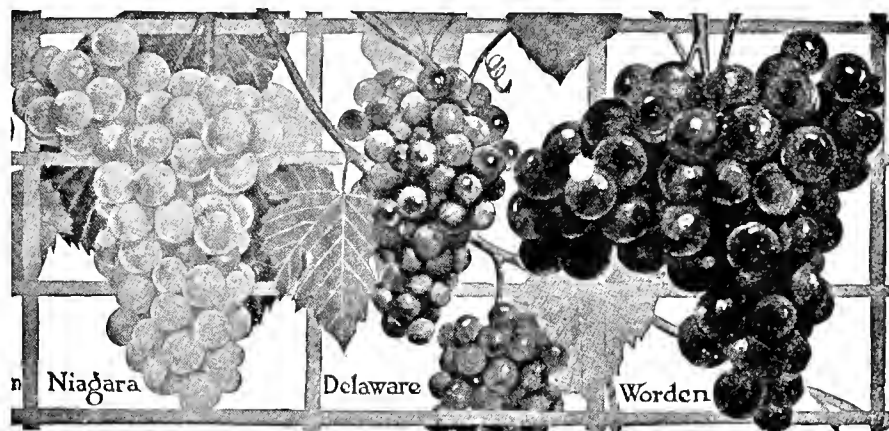
### AMUNDSON SPHAGNUM MOSS

For Nursery Use

CLEAN — DRY — ECONOMICAL

FOR PRICES, ETC., WRITE TO

A. J. AMUNDSON CO.  
CITY POINT, WIS.



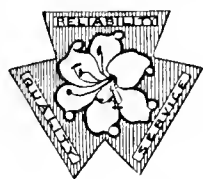
T. S. HUBBARD CO., Fredonia, N. Y.

Growers of Grape Vines and Small Fruit Plants  
For Garden and Vineyard Planting

Established 1866

Send for Catalogue

NOT PRICE



BUT QUALITY

### TREE SEEDS

LET US QUOTE YOU OUR ATTRACTIVE PRICE

T. SAKATA & CO.  
SEED GROWERS AND MERCHANTS

American Headquarters  
Suite 901—902 20 East Jackson Blvd.  
CHICAGO, ILL.

"International in Scope—Individual in Service"

### GRAPE VINES

GROWN  
GRADED  
PACKED  
PRICED

## RIGHT

HARRY W. JOINER

PERRY - - - OHIO

### RICE BROTHERS CO. Geneva, N. Y.

|         |    |                  |
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| A       | on | Fruit trees      |
| General |    | Ornamental trees |
| Surplus |    | Shrubs and Roses |

Write for prices.

Established 1866

### NAPERVILLE NURSERIES

— Growers of —

Trees, Evergreens, Shrubs, Perennials, etc.

Lining Out Stock

NAPERVILLE, ILL.

TELEPHONE, NAPERVILLE No. 1.

DO NOT FORGET!!!

# RAFFIA

The cheapest and best material for Budding and Tying is RAFFIA. We can ship promptly. Standard Brands:—RED STAR, X. X. SUPERIOR, A. A. WESTCOAST.  
Write for prices.

THOMAS B. MEEHAN CO., Dresher, Penna.

It is not possible to tell how many of these have been used, but as nearly as we can check up, and judging from previous experience, we should say at least one out of four.

#### *Big Papers Now Using Articles*

One of the remarkable things about this year's work has been the fact that *the bigger the paper, the more generally has it used the entire series of articles*. Two or three years ago, the reverse of this was true. The important papers were rather afraid of using too much gardening material.

Among the country's leading papers which have been using the entire series are the Chicago Tribune, The Philadelphia Record, Cincinnati Enquirer, Springfield Union, Brooklyn Standard Union, Rochester Democrat & Chronicle, Arkansas Homestead, Milwaukee Journal, Albany Times Union, Lansing State Journal, Harrisburg Telegraph, New Orleans Item.

The fact that more of the bigger papers are using the material is important because that helps increase very much the average circulation for each article that is printed.

The circulation of the newspapers which have been using the articles runs from one thousand to many over twenty-five thousand and several over fifty thousand.

A conservative average would be five thousand. In other words, assuming that only one article in four has been used, there has been a total circulation of some hundred and twenty-five *million* articles, urging people to plant.

#### *Plans For Next Year*

The cost of this year's work will be considerably under the maximum amount allowed the Market Development Committee.

Those in charge of the work this year feel that it should be continued along the same lines, with the following additions.

First: a series of small, cheap leaflets on such subjects as "How To Take Care of and Plant Your Nursery Stock When You Receive It"; "Pruning For More Fruit and Better Flowers"; "How to Protect Your Plants From Insects and Diseases, etc."

Second: The use of the Market Development articles, done up in binders, by Nurserymen and by agents, as largely as possible.

Third: The encouragement of local campaigns, by state and sectional associations, wherever possible. The marked success of the Illinois State Association campaign this spring should prove to the most skeptical that drives of this kind, where local pride can be utilized to the fullest degree, are tremendously worth while.

#### LATE FROSTS

Last spring very large areas in the United States were visited by severe frosts which killed all the blossoms and much of the young growth, practically ruining the fruit crops in many localities. Lilacs, grapes, in fact all the early flowering plants and trees were damaged.

Most of the plants in nursery rows received a check, but more or less recovered, although perhaps the sum total of the growth for the year was slightly affected as compared with normal years.

At this writing, we are going through the same experience again this year. While the frosts have not been quite so severe as last year, it looks as if considerable damage had already been done and the feel of the weather is anything but assuring.

For more than twenty years the writer has been observing periodical visits of late frosts, taking as a barometer a large *Magnolia conspicua* that grew nearby. This magnolia, one of the first to bloom, is slightly preceded by *Magnolia stellata*. About every third year a frost would come, ruining the display of bloom, but this was usually slightly in advance of the opening of the peach, cherry and pear, so that they invariably escaped. The past two years have thrown calculations out of gear, and we shall have to ask the scientists what is throwing the seasons out of alignment or else ask them how long it will take the plants to adapt themselves to the new order of things?

It is against the natural laws for plants to exist unless weather conditions permit them to function in a normal way. "How about a quarantine?" Late frosts sure cause more loss than any imported pest.

#### LILACS

The lilac is one of the flowering shrubs of which there seems never to be a surplus in the nurseries, especially of the French named varieties. In fact, one can rarely get them in as large a grade as the consumer requires. Nurserymen would be safe in increasing their plantings or buddings. The following are some of the newer varieties seen in a collection and worthy of note.

Deuil d'Emile Galle, with pale pink double flowers; Waldeck Rousseau, with pink single flowers; L'Oncle Tom, with dark red-purple single flowers; Grand Duc Constantin, with light lilac-colored flowers; Toussaint Louverture, with unusually long narrow clusters of red-purple flowers. This is a tall growing plant with erect stems and of not particularly good habit, but the long narrow clusters of flowers are attractive. De Mirabel, with single very dark lilac-colored flowers in long narrow clusters; Edmund Bossier, with dark rose-purple single flowers in large broad clusters; Maurice de Vilmorin, with pale, lilac-colored double flowers; President Loubet, with deep lilac single flowers; Languis, with pale pink single flowers opening from dark rose-colored buds; and Reamur, with large, single, rose-colored flowers in broad clusters.

Among the older varieties the following are good: Congo, with large, dark red-purple, single flowers; Macrostachya, with pale pink, single flowers in long narrow clusters. Like Toussaint Louverture, this variety has erect stems which do not make a handsome bush, and the flowers, too, begin to open before the leaves appear. The flowers, however, are so delicate in color that some persons consider this one of the handsomest garden lilacs. Marliensis pallida, with broad clusters of pale pink flowers; Furst Lichtenstein, with single pink flowers; Condorcet, with double pale blue flowers opening from dark rose-colored buds; Justi, with small pale blue flowers; Ludwig Spath, with dark red-purple single flowers. This last is very similar to Philemon and in these two plants are found probably the handsomest lilacs with dark red-purple flowers. Marie Legraye, with single white flowers, is the best of the single white-flowered lilacs.

The firm of T. Sakata & Co., seed growers and merchants, Kanagawa, Yokohama, Japan, have opened up American headquarters at 20 East Jackson Boulevard, Chicago, Ill., Robert C. Stubbins being in charge of the office.

# AT YOUR SERVICE

## ROLKERS' IMPORT HOUSE

51 Barclay Street

NEW YORK

P. O. Box 752

If you need any FRUIT TREE SEEDLINGS this coming Fall, or ROSE STOCKS, TREE SEEDS or other SEEDS and BULBS.

Let us supply at least part of your wants and prove that we can satisfy.

### We Can Furnish in Time for Fall Packing

Waste Excelsior, No. 1 Excelsior

Safepack Paper (The best Waterproof Paper made).

Twines of any kind.

Rag Paper, Kraft Paper, Wrapping Paper.

Orders for Waste Excelsior and Safepack taken now for spring delivery.

*Samples and Prices Sent Promptly*

**CHARLES IRWIN**

31 Exchange St., Room 306.  
ROCHESTER, NEW YORK.

### LANDSCAPE PHOTOGRAPHS

Every Landscapeman should use our photos when soliciting landscape orders. Our views are doing fine for many nursery firms. Start now using them. Our numbered circular sent free on request.

**B. F. CONIGISKY**

227 N. Adams St., Peoria, Ill.

### BARBERRY THUNBERGII SEEDLINGS

Headquarters for Barberry Thunbergii Seedlings

Write for Prices

*Get Your Order in Early While They Last*

Prices Will Surprise You

*We Aim to Satisfy*

**C. L. VANDERBROOK & SON**

MANCHESTER, CONN.

### PEACH PITS

**The Howard -- Hickory Co.**  
**Hickory - - N. C.**

## For Sale Ottawa Star Nurseries Ottawa, Kansas

On account of the death of F. H. Stannard this plant is for sale.

This is one of the large nursery concerns of the country. The Wholesale and Retail organization is one of the best and will go on as usual.

The spring plantings are going forward without interruption. The business has built up a fortune for its owner and is one of the best paying nurseries in the country. The investment in this plant can be materially reduced by leasing the land on which stock is grown, buying the packing house, growing stock and only such lands as the purchaser may think advisable.

A corporation can be formed and some financial aid secured by sale of some stock in this community, if necessary. The condition of our growing stock is as good as we have ever had and prospects are good.

This is a growing, prosperous profitable business with a splendid working organization both in wholesale and retail departments.

**Address F. H. STANNARD & CO., Ottawa, Kansas**

When writing to Advertisers please mention the National Nurseryman.



## VIOLATION OF PLANT QUARANTINE 37

The National Bulb Farms, Inc., Benton Harbor, Mich., has confessed to substituting for the varieties authorized by a special permit granted by the Federal Horticultural Board.

For this violation of the regulations

(1) The shipment containing the substituted material was refused entry.

(2) All existing permits issued for importations by the National Bulb Farms, Inc., Benton Harbor, Mich., are canceled.

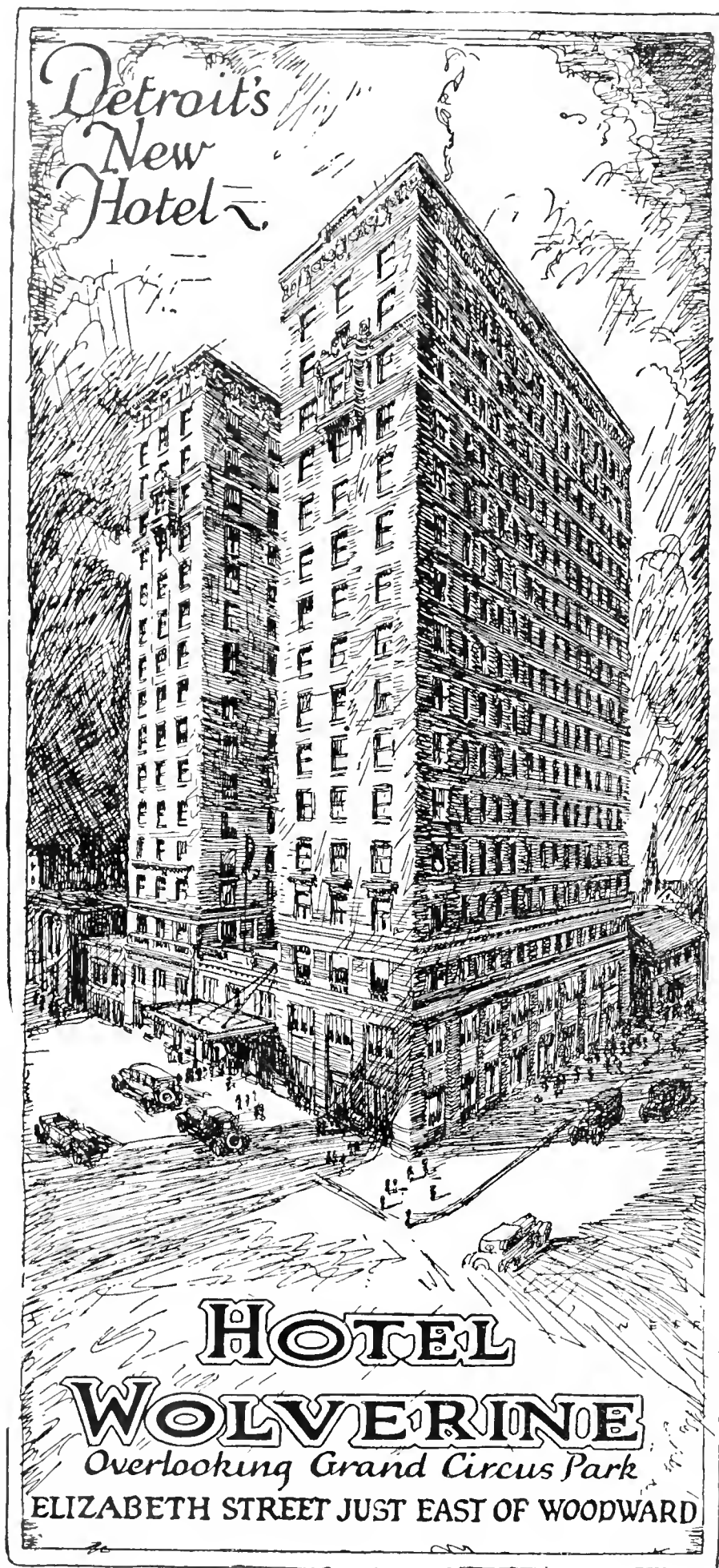
(3) Further permits for importation by the National Bulb Farms, Inc., will not be issued until the Board is convinced, from satisfactory evidence submitted by the company, that similar fraudulent practices will not be repeated.

## WE NEED A MAN

who is, first of all, a SALESMAN of proved ability with a good record of past experience.

He is tactful, persistent and adaptable, and has good appearance. Knowledge of plant material and landscape work will greatly help. He will have absolute charge of territory in and around Chicago. An ample drawing account will be given, but his real income will be proportionate to sales, and therefore practically without limit. We hope to secure one of the best retail nursery salesmen in the country—if you feel you measure up—write, giving some particulars, preparatory to a personal interview.

No. 5, Care of National Nurseryman



ESTABLISHED 1893

**THE NATIONAL NURSERYMAN**

INCORPORATED 1902

The only Trade Journal devoted exclusively to the interests of growers and dealers in nursery stock.

Edited by a practical nurseryman, Ernest Hemming, Flourtown, Pennsylvania, to whom all correspondence pertaining to the Editorial Department, should be addressed.

Nurserymen cannot afford to be without a trade paper. The advertising pages, patronized by all leading nurserymen throughout the world, will save many dollars to the subscriber. These pages are a record of the stock offered for sale.

SUBSCRIPTION PRICE \$1.50 per year in advance.

FOREIGN SUBSCRIPTIONS \$2.00 per year in advance.

ADVERTISING RATES ON APPLICATION

**THE NATIONAL NURSERYMAN PUBLISHING COMPANY Incorporated**

Subscribers to "Nurserymen's Fund for Market Development."

HATBORO, PENNA.



**Retinosporus Pisifera, Squarosa Veitchii**

Per 100 and per 1000

**AUDUBON Nursery, H. Verzaal, Prop., P. O. Box 275, Wilmington, N. C.****FRUIT TREES**—Pear, Plum, Peach, Apple and Cherry.**SMALL FRUIT**—Raspberry, Blackberry and Currants.**FINE LOT OF GRAPES**—Concord, Agawam, Salem, Wyoming Red, Brighton, Worden, Niagara and Delaware 1 year No. 1, and some varieties 2 year No. 1.**SILVER MAPLE**—Sizes 1 to 4 in.**NORWAY MAPLE**—Sizes 1 3/4 to 4 in.**CUT LEAF BIRCH, EUROPEAN SYCAMORE**

Fair Assortment of Shrubs, Spirea, Hydrangea, Etc.

**H. J. CHAMPION & SON**

PERRY, OHIO

**FOREST TREE SEEDLINGS AND SHRUBS**We are growing and offer for sale fall 1922, and spring 1923 Forest Tree Seedlings and Shrubs, and Lining out stock, such as *Bethula Nigra*, *Catalpa Speciosa*, *Cornus Florida*, Elm, Poplar, Locust, Walnut.SHRUBS, such as *Altheas* in varieties, *Barberry Thunbergii* seedlings, *Calycanthus*, *Deutzias*, *Loniceras*, *California Privet*, *Amoor River North Privet*, *Amoor River South Privet*, *Spirea Van Houttii*. Write for quotations.**FOREST NURSERY COMPANY**

Boyd Brothers,

McMINNVILLE, TENN.

**WANTED****Nurseryman**

who has wanted to grow for himself will find an opportunity by writing and stating details to Nursery Land Owner, Box No. 4, care of National Nurseryman.

**WE NEED THE FOLLOWING MEN IN OUR ORGANIZATION**

ONE FOREMAN for Assembling and Packing Department, must be thoroughly experienced, know ornamental stock, an organizer and efficient handler of men.

ONE THOROUGHLY EXPERIENCED LANDSCAPE PLANTER who knows stock, can read plans and handle men. A man who is used to large jobs.

We will welcome correspondence from parties who can fill these qualifications, but don't waste our time and yours if you can't.

The Elm City Nursery Co.  
WOODMONT NURSERIES, INC.  
New Haven, Conn.

**PRINTING**

Catalogues  
Stationery  
Business Forms



The Robinson  
Publishing Co.  
Hatboro, Pa.

**Specialists in Nursery Printing**

Ask for Prices.

We are the printers of this Magazine

**AMERICAN FLORIST'S TRADE DIRECTORY***New Edition Price \$5.00, Postpaid*

For Sale by

NATIONAL NURSERYMAN PUB. CO., Inc.  
HATBORO, - - - PA.

**EVERBEARING STRAWBERRY PLANTS**

If you need Everbearing strawberry plants to fill spring orders or if you wish to increase your planting in nurseries, we can supply you with genuine PROGRESSIVE Everbearing plants, guaranteed to be TRUE TO NAME and handled so as to reach you in best of growing condition. Write for prices.

We have been growing and breeding the Everbearing strawberries for the past eight years and have many new varieties growing in our experimental grounds that are not yet for sale. We invite a personal visit to our grounds during fruiting season, preferably during August or September. The latch string is always out.

**THE GARDNER NURSERY CO., Drawer 103, Osage, Iowa.****THE F. E. SCHIFFERLI NURSERIES**

FREDONIA, N. Y.

Let us quote you prices on your requirements in one and two year GRAPE VINES, CURRANTS and GOOSEBERRIES for immediate, or early spring shipment.

You will find our prices and grading right.  
Write us before placing your order.

**WELLER NURSERIES COMPANY, Inc.**

Perennial Specialists Gladiolus Specialists  
HOLLAND, MICHIGAN

**Our Spring 1922 Catalogue Now Ready**

A Mighty Handy Perennial Reference Book

*Ask for Your Copy Today***M. KOSTER & SONS**BOSKOOP,  
HOLLAND

offer to grow on contract

**MANETTI** and other stocks  
for the American trade.

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★ STRAWBERRY PLANTS, STANDARD and EVERBEARING ★  
★ LUCRETIA DEWBERRY, all tip plants. ★  
★ ASPARAGUS, 1 year old roots. ★  
★ My quality and prices justify a part of Your Patronage. ★  
★ Let us talk it over. ★  
★ V. R. ALLEN ★  
★ SEAFORD, DELAWARE. ★  
\*\*\*\*\*

# **LABELS FOR NURSERYMEN**

## **THE BENJAMIN CHASE CO.**

### **DERRY N. H.**

When writing to Advertisers please mention the National Nurseryman.

# Bobbink & Atkins

Nurserymen and Florists

Subscribers to "Nurserymen's Fund for Market Development."

GENUINE

Carolina Peach Pits

1921 Crop

J. Van Lindley Nursery Co.

Pomona, N. C.

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(Established 1841)

The BEST and OLDEST horticultural paper in England. Price 6½d per week.

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### ALL "AMERICAN NURSERYMEN"

Wishing to do business with Europe should send for the

### "Horticultural Advertiser"

This is The British Trade Paper being read weekly by all Horticultural traders. It is also taken by over 1000 of the best Continental houses. Annual subscriptions to cover cost of postage, \$1.50. Money orders payable at Lowdham, Notts. As the H. A. is a purely trade medium applicants should, with the subscription, send a copy of their catalogue or other evidence that they belong to the nursery or seed trades. Address

HORTICULTURAL ADVERTISER, Ltd.

Lowdham, Notts, England

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A WIDE-AWAKE PAPER FOR

NURSERYMEN, FLORISTS AND GARDENERS

Contains special features not found in any other trade journal.

Issued twice a month.

Price, \$1.00 a year.

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RUTHERFORD, NEW JERSEY

*Palms and Greenhouse Stock, Roses in Bush, Standard or Tree Form, Evergreens, Trees and Perennials.*

*Boxwood, Rhododendrons, Andromedas, Ericas, Azaleas, Japanese, Ghent, and Mollis.* Send Us Your Want List. Inspect Our Stock.

## SCARFF'S NURSERY

Headquarters for

**Small Fruit Plants**

and LINING OUT STOCK

|              |                   |                      |
|--------------|-------------------|----------------------|
| Strawberries | Grape Vines       | Horseradish          |
| Raspberries  | Privet            | Asparagus            |
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| Blackberries | Hardwood Cuttings | Barberry Seedling    |
| Elderberries | Iris              | Althea Seedling      |
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Our list quotes lowest prices.

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NEW CARLISLE - - OHIO

A Fine Stock of

**Norway Maple, Silver Maple, European Sycamore**

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A beautiful lot of CUT LEAF BIRCH 8-10 ft. and 10-12 ft.

Hardy Shrubs of all kinds

Also a limited supply of Fruit Trees and Small Fruit Plants.

**T. B. WEST**

**Maple Bend Nursery**

**Perry, Ohio**

### CHARLES DETRICHE & SON

ANGERS, FRANCE

Growers and Exporters of Fruit Tree Stocks, Forest Tree Seedlings, Rose Stocks, Shrubs and Conifers for Nursery Planting.

For all information as to Stocks, Prices, terms, etc., address

**JACKSON AND PERKINS COMPANY,**

(Sole Agents)

NEWARK - - NEW YORK

Native Broad-leaved

### EVERGREENS

Ornamental Trees, Shrubs, Vines, Woody and Herbaceous Plants of the Blue Ridge Mountains, including: *Kalmias, Rhododendrons, Leiodaphnys, Andromedas, Tsugas, Azaleas, Corylus, Oxydendron, Zanthoxyla, Ampelopsis, Lonicera, Shortia, Iris, Lilium Stenanthium.*

Approximately 500 species

Collections to Order in Carlots a Specialty

Correspondence from large planters solicited.

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**E. C. ROBBINS, PINEOLA,**

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Largest assortment in New England. Evergreens, deciduous trees, both common and rarer varieties. Sturdy, choice stock that can be depended upon. Send for catalog and special trade prices.

**The Bay State Nurseries**  
North Abington  
Mass.

#### SHRUBS

This New England soil and climate produce fine sturdy shrubs. Special trade prices. By the thousands, hardy Native and Hybrid Rhododendrons—transplanted and acclimated. Send your lists let us est.

# YES

We still have a  
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Including a good  
supply of the scarce  
medium sizes.

Trees and Shrubs also.

We are headquarters  
for Taxus Canadensis,  
Pinus Mughus, Rhodo-  
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Framingham, Mass.

## Raspberry, Blackberry

### and other Small Fruit Plants

in large supply

Special prices for fall shipment

**J. T. LOVETT, Little Silver, N. J.**

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### FOR LINING OUT

We are now booking orders for Fall 1922 and Spring  
1923 delivery on choice items as follows:

|                       |                          |
|-----------------------|--------------------------|
| Douglas Fir           | Juniperus Sabina         |
| Hemlock               | Juniperus Tamariscifolia |
| Assorted Biotas       | Juniperus Virginiana     |
| Assorted Cedrus       | Juniperus Counarti       |
| Assorted Cupressus    | Juniperus Glauca         |
| Juniperus Canadensis  | Juniperus Schotti        |
| Juniperus Chinensis   | Norway Spruce            |
| Juniperus Pfitzeriana | Colorado Blue Spruce     |
| Juniperus Procumbens  | Austrian Pine            |
| Juniperus Stricta     | Dwarf Mountain Pine      |
| Assorted Arbor Vitaes |                          |

**THE D. HILL NURSERY CO., INC.**

Evergreen Specialists—Largest Growers in America  
Box 401 Dundee, Illinois

## NURSERY BANDS

Manufacturers of

### STEEL BOX STRAPPING

FOR

### NURSERY PURPOSES

AN ESSENTIAL TO FINISH YOUR JOB

AT A NEGLIGIBLE PRICE.

STANDARD SIZES USED BY NINETY

PERCENT OF THE NURSERY TRADE ARE

8 in. X 1 in. AND 12 in. X 1 in.

ANY SIZE CAN BE FURNISHED

WRITE FOR PARTICULARS

**American Steel Band Co.,**

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## LINING OUT STOCK

DEMAND—Greater than ever.

SUPPLY—Below normal.

RESULT—First come, first served.

**Thomas B. Meehan Co.**

Wholesale Nurserymen

Dresher, Penna.

## Peonies A SPECIALTY

The cream of 1200 sorts

Some extra new ones

**THE WORLD'S BEST!**

Eighteen Acres

Write for our List

Cannas, Dahlias and Gladioli

**C. BETSCHER, Dover, O., U. S. A.**

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## FRUIT TREES

### PEACHES—One Year Budded.

|                  |                |
|------------------|----------------|
| Belle of Georgia | Iron Mountain  |
| Brackett         | J. H. Hale     |
| Carman           | Krummel        |
| Champion         | Mamie Ross     |
| Crawfords Late   | Ray            |
| Elberta          | Red Bird Cling |
| Fox              | Rochester      |
| Francis          | Salway         |
| Greensboro       | Slaphey        |
| Hiley            | W. H. Cling    |

### PEACHES—June Budded.

|                  |         |
|------------------|---------|
| Belle of Georgia | Elberta |
| Brackett         | Hiley   |
| Carman           |         |

### APPLES—Two Year Budded.

Paragon

### APPLES—One Year Budded.

Albermarle Pippin  
Baldwin  
Ben Davis  
Delicious  
Duchess  
Gano  
Grimes Golden  
Jonathan  
Liveland Raspberry  
McIntosh  
Maiden Blush  
Northern Spy  
N. W. Greening  
Paragon  
R. I. Greening  
Rome Beauty  
Stayman  
Transcendent (Crab)  
Wealthy  
Williams Early Red  
Winesap  
Winter Banana  
Yellow Transparent  
York Imperial

### PEARS—Two Year Budded

Keiffer

### PEARS—One Year Budded

|                  |               |
|------------------|---------------|
| Anjou            | Kieffer       |
| Bartlett         | Seckel        |
| Clapp's Favorite | Winter Nellis |
| Duchess          |               |

### PLUMS—One Year Budded

|              |                   |
|--------------|-------------------|
| Abundance    | Italian Prune     |
| Bradshaw     | Lombard           |
| Burbank      | Red June          |
| German Prune | Shropshire Damson |

### QUINCE—One Year Budded

|        |          |
|--------|----------|
| Orange | Champion |
|--------|----------|

### CHERRY—One Year Budded

|                 |                |
|-----------------|----------------|
| Bing            | Montmorency    |
| Black Tartarian | Napoleon       |
| Early Richmond  | Yellow Spanish |
| Governor Wood   |                |

### APRICOTS—One Year Budded

Harris

# Meet Us at the Convention

BADGE No. 2

Detroit, Michigan

BADGE No. 2

## SMALL FRUITS

### GRAPES—Two Year

|          |               |
|----------|---------------|
| Concord  | Moore's Early |
| Delaware | Niagara       |

### GRAPES—One Year

|          |               |
|----------|---------------|
| Concord  | Moore's Early |
| Delaware | Niagara       |

### BLACKBERRIES—One Year

|               |           |
|---------------|-----------|
| Blowers       | Lawton    |
| Early Harvest | Messereau |
| Eldorado      | Rothbun   |
| French Lawton | Snyder    |
| Iceburg       | Ward      |

### RASPBERRIES—One Year

|            |              |
|------------|--------------|
| Cumberland | Golden Queen |
| Cuthbert   | Londen       |
| Early King | Plum Farmer  |
| Eureka     | St. Regis    |

### CURRENTS—One Year

|               |        |
|---------------|--------|
| Fays Prolific | Wilder |
|---------------|--------|

### GOOSEBERRIES—One Year

|         |          |
|---------|----------|
| Downing | Houghton |
|---------|----------|

### DEWBERRIES—One Year

Lucretia

## MISCELLANEOUS

### ASPARAGUS—One Year

Conovers Colossal  
Palmetto

### STRAWBERRY PLANTS

All Leading Varieties

### BLACKBERRY THUNBERGII

6 to 8 inch to 2 to 2½ ft.

### CALIFORNIA PRIVET

6 to 8 inch to 4 to 5 ft.

### BOXWOOD B.—Sempervirens

12 to 18 in. to 30 to 36 inch.

## FLOWERING SHRUBS

Coral Berry  
Carolina Allspice  
Deutzia, Double White  
Deutzia, Pride of Rochester  
Golden Bell, (Asst.)  
Mock Orange, Common  
Spirea, Van Houttei  
Sweet Scented Shrub

## SHADE TREES

Elm, American  
6-7 ft to 12-14 ft.  
Linden, American  
14-16 ft.

Linden, European  
6-7 ft. to 7-8 ft.

Locust, Honey  
10-12 ft to 12-14 ft.

Maple, Ash Leaf  
6-7 ft to 10-12 ft.

Maple, Norway  
1½ inch to 4 inch

Maple, Silver  
6-7 ft. to 14-16 ft.

Oak, Pin  
5-6 ft. to 10-12 ft.

Plane, Oriental  
1½ inch to 4 inch

Poplar, Carolina  
6-8 ft to 8-10 ft.

Poplar, Lombardy  
7-8 ft to 14-16 ft.

Poplar, Tulip  
10-12 ft. to 12-14 ft.

Walnut, Black  
5 to 6 ft. to 6 to 7 ft.

## EVERGREENS

Arborvitae, American  
2-3 ft. to 10-12 ft.

Arborvitae, Chinese  
4-5 ft. to 8-10 ft.

Cedar, Blue Virginia  
7 to 8 ft.

Cedar, Red  
7-8 ft to 10-12 ft.

Fir, Cephalonian  
5-6 ft. to 8-10 ft.

Hemlock, Canadian  
3-4 ft to 8-10 ft.

Juniper, Schott's  
7 to 8 ft.

Pine, Austrian  
4-5 ft to 6-7 ft.

Pine, Scotch  
4-5 ft. to 6-7 ft.

Pine, White  
4-5 ft. to 6-7 ft.

Retinospora, Golden Pea-fruited  
7-8 ft. to 8-10 ft.

Retinospora, Japanese Pea-fruited  
6-7 ft. to 8-10 ft.

Retinospora, Japanese Plumelike  
5-6 ft. to 7-8 ft.

Retinospora, Veitch's Japanese  
7-8 ft. to 8-10 ft.

Spruce, Douglas,  
3-4 ft. to 5-6 ft.

Spruce, Norway  
2-3 ft. to 10-12 ft.

Spruce, Oriental  
4-5 ft. to 6-7 ft.

# HARRISONS' NURSERIES

J. G. HARRISON & SONS, Proprietors

Berlin,

Maryland





# THE NATIONAL NURSERYMAN



JULY 1922

Published Monthly at Hatboro, Penna., U. S. A., in behalf of the Trade Interests of Nurserymen, Seedsmen and Plant Growers in General

## THE MONROE NURSERY

Established 1847.

Offers a Fine Stock of  
**SPECIMEN EVERGREENS,  
FRUIT AND ORNAMENTAL  
TREES AND SHRUBS**

Will be pleased to quote on your list of wants

### I. E. Ilgenfritz' Sons Co.

Monroe, Mich.

Manufacturers of The I. E. Ilgenfritz' Sons Co.'s Celebrated  
Graft and Stock Planter and Firmer

## Mount Arbor Nurseries,

E. S. WELCH, Pres.

SHENANDOAH, IOWA.

### OUR SPECIALTY

A Complete Assortment of General Nursery  
Stock

**WE DESIRE TO CALL SPECIAL ATTEN-  
TION TO THE FOLLOWING:**

Apple and Japan Pear Seedlings  
(American Grown)

French Fruit Tree Stocks

Pear, Standard and Dwarf, two years

Elm, American White, car lots

**PRIVET, AMOOR RIVER, NORTH, TWO  
YEARS.**

Spirea Van Houtte, choice stock

Roses, Climbing, H. P. and H. T.

We have put in 15 acres of overhead irrigation system  
for the better production of Shrubs, Roses, Perennials  
and Evergreens.

We are always pleased to quote  
prices and to answer inquiries.

## Buntings' Nurseries

G. E. Bunting & Sons, Proprietors

Selbyville - Delaware

OFFER FOR DELIVERY

Fall 1922

**GRAPE VINES**

**PEACH TREES**

**APPLE TREES**

**ASPARAGUS ROOTS**

**STRAWBERRY PLANTS**

**FLOWERING SHRUBS**

**CALIFORNIA PRIVET HEDGE**

*PROPERLY GRADED QUALITY STOCK*

*Car lots or less*

INSPECTION INVITED

## READY TO DO BUSINESS

*For Fall 1922 and Spring 1923 We Offer a Larger and  
Better Line Than Ever Before*



FRUIT TREES CLEMATIS, Large Flowering

ORNAMENTAL TREES PRIVET, California

EVERGREENS, PRIVET, Amoor North

Headquarters for

**BARBERRY THUNBERGII SEEDLINGS**

Overstocked—Lower Than Pre-war Prices

Small Fruits, Climbing Vines

Ornamental Shrubs

Paeonias and Phlox

Roses, Good Assortment

Rhubarb

**BARBERRY THUNBERGII**, 2 and 3 yr.

**IMPORTED FRENCH GROWN FRUIT TREE AND ROSE  
STOCKS**, quoted, graded and shipped from Man-  
chester.

**AMERICAN GROWN APPLE SEEDLINGS**, shipped direct  
from Topeka. Produced by one of the oldest and best  
growers in the Kaw Valley.

**ROSA MULTIFLORA JAPONICA SEEDLINGS**, very  
scarce.

Send Us Your Want List. We Give You Service and Our  
Grades Are Right

**C. R. BURR & CO., Manchester, Conn.**

The  
Preferred  
Stock

## LIMPING LIMERICKS

The  
Preferred  
Stock

(Series A, No. 2)

That lively old dame, Mother Goose,  
Wrote nursery rhymes like the deuce,  
But she never had heard  
Of J. & P. Preferred,  
So for her clever rhymes we've no use.

### SPECIALS FOR 1922-1923

#### Roses

(Dwarf and Standard, field grown)

**Aristolochia Siphon**

(Dutchman's Pipe)

**Ampelopsis Veitchii**

(Boston Ivy)

#### Clematis

(Large Flowering and Paniculata)

#### Hardy Perennials

(Large Assortment)

**Dielytra Spectabilis**

(Bleeding Heart)

**Phlox**

(Strong, Field Grown)

#### ORNAMENTAL SHRUBS

**Hydrangeas**

(Bush and Standard)

**Flowering Almonds**

(Double Red, Double White)

**Flowering Plum**

(Prunus Triloba)

**Jackson & Perkins Company**

(WHOLESALE ONLY)

Newark,

-

-

New York State

The  
Preferred  
Stock

The  
Preferred  
Stock

## TO THE TRADE ONLY

We offer for delivery fall 1922 or spring 1923  
a large and well assorted block of Fruit trees com-  
prised of

**Apple**

**Pear**

**Cherry**

**Peach**

**Apricot**

**Nectarine**

**Plum**

**Prune**

and a particularly fine lot of Gooseberry and Cur-  
rant in both one and two year olds.

### Roses and Ornamentals

*Headquarters for Nursery Supplies*

**Portland Wholesale Nursery Co.**

**971 Sandy Boulevard Portland, Oregon**

**We grow young evergreens in large  
quantities and every tree we sell is rais-  
ed from seeds in our own nurseries.**

If you are in need of lining out stock why not  
write for our wholesale trade list before placing  
your order. Our prices are low because we  
specialize in young stock.

### COLLECTORS OF TREE SEEDS

==

THE

**North-Eastern Forestry Co.**

**CHESHIRE**

**...Connecticut...**

Subscribers to "Nurserymen's Fund for Market Development."

**The Opinion Here in the East Is**

**"GOOD TIMES AHEAD"**

***for at least another Fall and Spring***

How is your assortment for fall trade? We have  
a good supply of leading as well as scarce items, in-  
cluding Hydrangea Paniculata Grandiflora, tree and  
bush form, Spirea Anthony Waterer, Spirea Thunber-  
gii, Weigela, Calycanthus, Cydonia, Weeping Mul-  
berry and Catalpa Bungei.

*A Complete Assortment of High-Grade  
Ornamental Stock*

**Princeton Nurseries**

Princeton

in

New Jersey

July 1, 1922

# PAINESVILLE NURSERIES



## THE STORRS & HARRISON CO.

NURSEYMEN --- FLORISTS --- SEEDSMEN

ESTABLISHED  
1854

PAINESVILLE, OHIO.

1200 ACRES  
45 GREENHOUSES

Subscribers to "Nurserymen's Fund for Market Development."

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**J. H. SKINNER & CO.**

Topeka      Kansas.

We Offer for Fall, 1922:

**APPLE SEEDLINGS****JAPAN PEAR SEEDLINGS****FOREST TREE SEEDLINGS:**

American White Elm

Black Locust

Honey Locust

Catalpa Speciosa

**SPIREA VAN HOUTTI, 1 Year:**for transplanting; also 2 to 3  
feet and 3 to 4 feet stock.

**A**  
**Complete Assortment**  
 of  
**NURSERY STOCK**

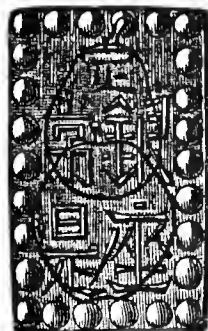
Apple, Peach, Pear, Plum  
 Cherry and Quince  
 Small Fruits  
 Ornamental Trees      Shrubs  
 Evergreens  
 Paeonies      Perennials  
 Roses

**W. & T. SMITH COMPANY**  
 Geneva, N. Y.

77 Years

1000 Acres

Write for special prices

**PEACH****PEAR****PRIVET****ROSES****SHRUBS**

*In STORAGE in ST. LOUIS, MO., and in  
 ROCHESTER, N. Y.*

**Also Small Quantities Still Left in Our  
 Storage Houses in Huntsville, Ala.**

*Ask for list if you haven't received it.*

**THE HUNTSVILLE WHOLESALE NURSERIES, INC.,**  
 HUNTSVILLE, ALA.

**A General  
 Variety of  
 Nursery Stock**



**35,000 Norway Maple and American Elm,  
 also Montmorency and Early Richmond  
 Cherry, 1 year, in car lots or less.**



**C. M. Hobbs & Sons**  
**BRIDGEPORT      -      Indiana**



# The National Nurseryman.

FOR GROWERS AND DEALERS IN NURSERY STOCK

The National Nurseryman Publishing Co., Incorporated

Vol. XXX.

HATBORO, PENNA., JULY 1922

No. 7

## Report of the 47th Annual Convention of The American Association of Nurserymen

The annual convention of the American Association of Nurserymen was held June 28, 29, 30th, at the Wolverine Hotel, Detroit, Mich. As early as the preceding week the various committees arrived at Detroit and held meetings so as to be in readiness for the opening sessions of the convention. Over two hundred had registered by the first day.

After the call to order by President Cashman the invocation was pronounced by J. W. Hill. W. H. Wyman, of North Abington, Mass., was on the program to officiate in this capacity, but was unable to attend the convention due to an automobile accident.

Captain H. W. Bush, general superintendent of parks and boulevards for Detroit, was delegated by the Mayor, Hon. James Couzens, to welcome the nurserymen. He took for his theme "Patience," and aptly fitted it in his welcome of the nurserymen to the "Dynamic City" of America.

J. Edward Moon, in his response, promptly made a pun on Captain Bush's name and that of Mayor Couzens', calling attention to the size of the "Bush" and that it was a brother's welcome rather than one from a "Cousin."

Mr. Moon further suggested various lines under which the welfare of the nursery industry was of vital importance to prosperity and happiness. That it should be fostered as a basic industry upon which raw products and fruit supplies depended. He suggested planting of memorial trees to a much larger extent and that lands set aside for reforestation should be exempt from taxation. President Cashman showed his executive ability and energy in getting the numerous sessions well attended and on time.

The secretary and treasurer's report shows a very healthy condition and are given in detail on a separate page.

Mr. Harlan P. Kelsey in his report on the nomenclature committee stated the official catalog of standardized plant names would be ready for distribution in two months.

W. G. McKay, Madison, Wis., chairman of the Committee on Distribution, reported department stores selling at a lower price than trade rates, that in the particular instance referred to the plants were number one and could not have been purchased by the trade at as low a price as they were sold to department stores.

The report of the Vigilance Committee, with Paul C. Lindley, chairman, showed that this committee had been

extremely active. Among the matters investigated were:

The shipping of diseased stock.

Stock not true to name.

Misleading advertisements.

Sending of trade lists to colleges and those not entitled to receive them.

Letterheads giving false impression of being state experiment station.

Wholesale prices to chambers of commerce.

Focusing attention of government authorities on irresponsible nurserymen in sections of Tennessee.

Mailing of trade prices on postcards.

Misnaming retail catalogs, wholesale and other unethical practices.

Mr. William Pitkin, chairman of the Legislative Committee, suggested that an effort be made to obtain relief from the present quarantine against the shipping of currants and gooseberries. He said this could be done without interfering with the efficacy of the quarantine to protect the white pine forests of the west. The line drawn prevents the shipping of currants and gooseberries into states where there are no pine forests.

The first action of the Thursday morning session was the passing of the resolution to send telegrams of congratulations to the two living charter members, Mr. J. C. Vaughan, Chicago, Ill., and Mr. Lester Lovett, Little Silver, N. J.

Mr. A. F. Lake made an inspiring address, "Are We Fooling Ourselves," which is printed in full on a separate page.

Richard M. Wyman told of the success of the nursery training course at the Massachusetts College of Agriculture, Amhurst. About twenty-two completed the course.

A strong plea was made by Jim Young, secretary of the Illinois Horticultural Society, for the nurserymen to adopt their slogan, "Plan to Plant Another Tree."

A letter was received from Secretary Wallace, of the United States Department of Agriculture, suggesting a committee be appointed by the association to act in an advisory capacity to the Federal Horticulture Board.

The program was a very full one and due to the energy and executive ability of President Cashman, was well carried out.

Much amusement was caused by the speakers advocating the various cities for the next convention. Hot Springs, Des Moines, Iowa, and Chicago were voted upon, Chicago being the place selected for 1923.

ADDRESS BY PRESIDENT M. R. CASHMAN AT 1922 CON-  
VENTION OF AMERICAN ASSOCIATION OF NURSERY-  
MEN AT DETROIT, MICHIGAN

One year ago our good friends at Chicago honored us with the highest office that it could bestow on any of its members, and we were congratulated with well-wishes and assurances of support on every side, by, as it seemed, every member of this association. We were very much encouraged by these assurances of support, and we entered upon our administration with the utmost confidence that there would be no hesitancy on the part of members to co-operate with us in all that we undertook for the good of the organization. In this, we have not been disappointed and we are happy to state that the best of feeling and co-operation has been accorded us throughout the past year, and our message to this convention is a report of material progress, a declaration of unusual unity, and an apparent flourishing condition existing among the nurserymen in all sections.

The American Association of Nurserymen has shown itself to be a remarkable organization of tradesmen and growers insofar as it has been able to institute or abandon, without injury to its membership, any undertaking or policy that a majority of its members has deemed advisable. I believe that those who have considered the results of the various undertakings and so-called experiments of this association during the past six years, will agree with me that we have been well repaid for every investment made, and that our progress has been steadily forward. I repeat that regardless of the wisdom of a change in policy or the abandonment of certain defined plans, that this organization has proven itself to be in a most healthy condition as to unity and organization.

When we met at Chicago a year ago, we united on a policy that had for its first precept the holding together of the organization. This policy was in keeping with the times, and we started in to economize by discontinuing the executive-secretary's office in New Jersey, and saddling much of the work formerly taken care of by that office upon the various membership committees supported by our very efficient secretary, Mr. Sizemore. The wisdom of this move can best be judged by the final action of this convention assembled at Detroit, but if my observations are correct, I venture the statement that there are very few dissatisfied members, and that our new policy will receive the endorsement of a large majority of the attending nurserymen.

I do not wish to be understood as feeling that we have accomplished as much as was possible during the past year, neither do I believe that we should be content with what we have done, but I do think that the new policy adopted one year ago has been sufficiently tested to convince every careful thinking nurseryman that this organization must make the best of the funds that it is able to raise on the present basis of assessment. We are in hopes that the time will soon arrive, however, when the nurserymen will have reached that degree of plentitude that the dues can be enlarged, and even then, there should be no material change in the policy of expenditures or the present conduct of affairs.

Our association is in a remarkable flourishing condition, both as to funds and membership. We have taken care of the year's business, paid all of our bills, and find our treasury between \$5,000 and \$6,000 richer than it was a year ago. We have a surplus of over \$21,000 against \$16,000 on July 1st one year ago. We have a small increase in membership with the prospect of a considerable increase during the coming year. We have a most efficient collection bureau and railroad claim office built up under the supervision of Secretary Sizemore at Louisiana, Missouri. His report will show a heavy increase in claims and collections placed with him during the year just past. There is every prospect of a big increase in this department during the coming year. Prospects are indeed most encouraging and our surplus funds will enable the incoming executive board to place at the disposal of the Market Development Committee, a very materially increased appropriation for next year's work.

#### *Appointment of Committees*

Under our present arrangement, the new president each year must build up an entire new organization; he has the task confronting him immediately after his election of appointing committees to handle the various phases of the association's work. Your president is not always fortunate in securing the acceptance of appointments on committees. This is particularly true in the case of the chairman for that unfortunate individual recognizes at once that he will have to do nearly all of the work, and he, of course, attempts to sidestep, and sometimes does. This means delay and by the time the new administration has perfected its organization, two or three months have elapsed.

It requires some time for a new committee to familiarize itself with the work that it is expected to do, and before it gets to

working properly almost one-half of the year has passed, and by the time the committee is in a position to render valuable services, the year has ended, and a new administration comes in and has to organize all over again. I believe this should be remedied and some plan should be inaugurated to continue throughout a term of years the chairmen of important committees who have proven their ability and willingness to serve the association. I also believe that the chairman of each committee should have the selection of those who are to work with him on the committee. This, no doubt, would promote greater efficiency, harmony and ease in carrying out the work.

We have ample funds in our treasury with which to pay the traveling expenses of committeemen serving us at conferences or other gatherings where our interests are at stake, and it should be urged that we take advantage of being represented by prominent nurserymen whenever occasion arises. Our representatives are always accorded a hearing, and I believe that we need not fear vicious legislation or embarrassing regulations from any section of the country if we are prepared to present our objections properly through the official representatives of the American association. What we need is a better understanding of our problems by the authorities who are undertaking to protect their constituents. During the past year, special representatives and committeemen from this association have been present at various conferences, horticultural meetings and other gatherings where matters pertaining to our business were under discussion. We have secured most satisfactory results.

#### *Executive Committee*

The work of the Executive Committee the past year has not been arduous for the reason that every member promptly took care of all business arising in his district, and I am pleased to state that a feeling of genuine confidence and co-operation has prevailed in all the work undertaken by the Executive Committee the past year. In the case of the two Washington conferences that interested the attention of the nurserymen throughout the country, the Executive Board found ready and willing support from every nurseryman called upon to help present our case. We have had genuine team work, and so far as I know, satisfactory results have been secured. Not only this, but our representatives have made a very favorable impression in Washington and we are now in the happy position of supporting our government officials in their commendable efforts to protect American agricultural and horticultural interests. There has never been a time in the history of American horticulture when we nurserymen could so truthfully say that the U. S. Department of Agriculture is fostering and protecting our industry, and there has never been a time when the nurserymen have had so many warm friends as they have today in the Department of Agriculture.

The Executive Board has held four meetings during the past year; the first at Chicago a year ago, immediately following the convention; second at Kansas City in mid-winter, during the meeting of the Western Association; third in Washington, D. C., preceding the conference on Quarantine 37, and the fourth here at Detroit during the past two days. All matters have been disposed of and we believe there was no need for a larger number of meetings. Many matters were disposed of by correspondence and the expense of the Executive Board during the past year has not been heavy.

#### *Market Development*

The work of our Market Development Committee, under the leadership of Mr. Rockwell, who so kindly consented to give us a portion of his valuable time during the past year has resulted in demonstrating the wonderful results that can be obtained from a small sum of money wisely expended. Few of us have forgotten the great benefits derived through the dissemination of reading articles on fruit and ornamental growing by F. F. Rockwell during the first year of our Market Development work. This last year your Executive Committee appropriated a sum not to exceed \$5000 to be expended under the direction of a Market Development Committee, consisting of F. F. Rockwell, E. E. May and Albert F. Meehan. Mr. Rockwell agreed to take charge of the work and give it a portion of his time. I believe he has handled market development in a most proficient and productive manner. His report, which is available at this meeting, is not only illuminating but is suggestive of the wonderful possibilities if this work is further enlarged along the same line.

Every nurseryman has felt the influence of favorable publicity gained through reading articles by recognized horticultural writers and further by the impressions made upon the public mind in the movie theatres where scarcely a single reel is exhibited that does not show one or more beautiful homes fascinatingly set in a well-planted landscape or backed up by a beautiful formal garden. All of these things create a desire in the public mind for beautiful trees and flowers. People read about them in their

magazines and papers, and then they see them in reality in their favorite movie theatre. There is no question that ornamental planting has been greatly stimulated through this sort of publicity, and the American Association will do well to increase the appropriation for the Market Development Committee's work from year to year. Mr. Rockwell's articles are becoming recognized by many leading journals as authoritative material on horticultural products. We should not fail to take advantage of the position we have already gained by enlarging the work along the lines already started.

#### *The Booster*

A little experiment was suggested by Dr. Rockwell during the early part of the year which later materialized into a little pamphlet mailed out to the members under the name of The Booster. We have not had facilities to make this little periodical a regular affair as yet, but we offer the suggestion that it is well worth its cost if made a monthly or bi-monthly issue. It could be the official medium for friendly discussion between members and thru it announcements could be made on all matters considered confidential and pertaining to association business only. I bespeak for the Booster the serious consideration of the incoming executive board.

In this connection, I wish to state that your president has avoided public utterances through the trade papers to a marked degree during the past year, and I take this occasion to say to the editors of our very estimable trade journals that my failure to take advantage of the very kind offer of the columns of their papers was due not to the fact that I had nothing to say, nor to a personal desire to keep out of print, but remembering the discussions that appeared in the trade journals in 1920-21 and the comment and criticisms emanating from these discussions, I felt that the public expression of views on association matters could not be conducive at this time to the best interests of this organization. Constructive criticism is good and should be welcomed by every progressive nurseryman, and I do not wish to be understood as discouraging public expression of a nurseryman's views thru the trade papers, however, in view of the change in policy inaugurated at Chicago last year, I was and am still of the opinion that it was best to proceed as quietly as possible and give our new plan at least one year's trial before subjecting it to public discussion thru the press. I feel satisfied that our policy of indirect publicity and quiet procedure has at least given every member of our association an opportunity to observe both the weak and strong qualities of our present plan. My own personal opinion is that the place to thrash out our differences is on the floor of our convention hall and not in the public press, which is so apt to be misleading to the outsider.

#### *Vigilance Work*

Under the aggressive direction of the Vigilance Committee, vigilance work has developed to a degree that makes it indispensable to the American Association. Our Vigilance Committee is the traffic official that directs the nursery business in the proper course. Nurserymen like those engaged in all other lines are very anxious to improve and raise the standard of business ethics in the trade, and it is to this end that associations are formed and meetings are held. The creation of a Vigilance Committee to assist in promoting the general welfare of nursery practices was a step forward and the work that the committee has done has resulted in making membership in the American Association of Nurserymen almost indispensable to good standing in the trade.

The present practice of scrutinizing and investigating every application for membership in this organization makes it practically impossible for any nursery firm or person to gain membership unless his methods and business ethics have been up to standard. Thus the Executive Board takes care of all new members joining the association, while the Vigilance Committee looks after those that are already members of the association. Our Vigilance Committee has not confined itself to investigating complaints made against members of the A. A. N., in fact, so far as I know there has been very little complaint along that line, but other people have been addressed by Mr. Paul Lindley and his assistants. His report on these matters will no doubt be very illuminating. It is very evident that the nurseryman who does not practice his business according to our standard of ethics does not apply for membership in this organization, and while it is perhaps outside of our jurisdiction to look after him, I am pleased to state that the Vigilance Committee has been most active in giving many of these fellows their most careful attention. Complaints to the Vigilance Committee are just a little interesting from a nurseryman's viewpoint because so many of them arise from victims being caught by misleading advertisements appearing in various papers and periodicals. Would it be

out of place to suggest that vigilance work be directed just a little to those papers and periodicals whose columns are apparently open to questionable advertising?

#### *Legislation*

The Legislative Committee will no doubt make a report of its activities during the past year. We have had less cause for apprehension over proposed adverse national legislation this year than for many years in the past. Some nurserymen are concerned over the new tariff bill increasing the duties on nursery imports to double its former figure, and the legislative committee is making an attempt to have the schedule reduced, and may succeed in doing so. There have been no horticultural bills of a serious nature introduced that I know of, and the Legislative Committee has devoted more time to quarantine and regulation matters during the past year than to legislation.

#### *State and Sectional Association*

The past year has seen the organization of several new sectional associations, and it is noticeable that every state and sectional association has been particularly active throughout the past winter. These activities to my mind augur great benefits to the nursery industry and are also powerful contributing agencies to the strengthening of the national organization. The sectional associations, embracing as they do, many firms outside of the national body, very quickly manifest the need for co-operation and team work among nurserymen if they can hope to successfully combat abuses in the trade or defeat vicious legislation. You very seldom find a member of a state or sectional nursery association who would lose his membership for many times its cost. These men readily recognize the need of a national body, and it is only a question of time until their application is sent in.

I am firmly of the opinion that the future of the American Association will be greatly influenced by the activities of local and sectional bodies, and the stronger the local association becomes, so will the national body. We can not hope to take care of local matters, but we can lend our strength and support thru a local organization and thereby make our efforts more effective. No doubt vicious state legislation will arise from time to time, but if the personal influence of state members is called upon and backed up by a state organization, which in turn is supported by the national organization, I dare say we need not fear that our business rights will be encroached upon. At the present time, there is not the proper relationship existing between the national association and sectional associations, and I suggest that a plan be worked out whereby every sectional association in the United States will take out an auxiliary membership in this organization, and that a board of secretaries embracing the secretaries of every sectional association be formed and recognized as a unit of this national body. The chairman of the board of secretaries could be appointed by the president of the national association, and I believe some very effective work for the betterment of the industry could be brought about.

#### *Transportation*

Transportation matters will be presented by Mr. Sizemore in his report. We have been particularly active during the past year in our attempt to bring about a reduction in freight rates on nursery products. We have succeeded in securing a 10% general reduction in freight rates effective July 1st, but this is not sufficient for we are still over-burdened with an excessive freight rate that is of course reflected in the price we are obliged to charge for our products. Express rates are even more burdensome than freight rates, and instead of the service improving as the rates increase, we find in our section of the country the opposite to be the general rule. Freight deliveries during the past year have been more prompt and expeditious than for many years prior, but I am sorry I cannot say the same of express deliveries. The question of lower express rates and lower freight rates should demand the attention of this convention and a concerted effort should be made to secure a more acceptable classification for fruit and ornamental tree shipments.

#### *Nomenclature and Standardization*

Substantial assistance has been given the Nomenclature and Standardization Committees by appropriations for the carrying on of their work. This association is deeply indebted to Mr. Harlan P. Kelsey, of Boston and his committee, for the vast amount of laborious work expended entirely gratis for the benefit of the American nurseryman. We can not repay Mr. Kelsey in dollars and cents for he would not accept it, furthermore, our debt to him can not be measured in a material way. We owe Mr. Kelsey a debt of gratitude that to my mind should be recognized by this association in a fitting manner. You will hear Mr. Kelsey's report, and I respectfully ask that every member attending this convention be in his seat when this report is read.



### Slogan

Much discussion has been heard during the past six years on an appropriate slogan for the nursery trade, and many fairly acceptable phrases have been proposed, but to my mind, none have made the impression that the simple and significant slogan adopted by the Illinois Nurserymen's Association has created. What could be more appropriate or impressive than these words "Plant Another Tree"? Every man who owns a square rod of land should plant another tree. The expression is a beautiful one and carries with it a vision of nature's greatest possibilities. Here is a trademark and slogan that every nurseryman can very profitably adopt. The three words are a whole lecture in themselves and indeed are most eloquent. I would like very much to see a member of the Illinois Nursery Association propose the adoption of this slogan and trademark for the American Association of Nurserymen.

### Arbor Day—Why Not Arbor Week?

Practically every state, through its governor, sets aside a day called Arbor Day, and on this day planting of trees takes place. It seems hardly sufficient that only one day be set aside for public tree planting. The nurserymen should agitate an Arbor Week instead of an Arbor Day. The florists put across Mother's Day—why can not the nurserymen put across Buddies' Memorial Tree Day, a day which every good American citizen will celebrate by planting somewhere a memorial tree to the memory of a World War veteran? I suggest that this be considered by our Publicity or Market Development Committee.

### Experimental Work By the Government at Bell

I wish to call your attention to the very important work that is now being carried on at the Governmental station at Bell, under the direction of Prof. Scott. A number of nurserymen, including myself, recently had the opportunity of visiting the station and Prof. Scott showed us what he was doing.

I was particularly struck with his success with apple seedlings grown from root cuttings, also varieties of apples grown from root cuttings. Prof. Scott will make a report on his work for the past year, and I am sure you will all be glad to hear it.

The work at Bell is significant of the possibilities of further experimental work under Government supervision. The appropriation at the present time does not permit of a very extensive plan of experimental work, but it seems to me that the nurserymen should interest themselves in securing for this work larger appropriation. There is just \$20,000 at the disposal of Prof. Scott for his experimental work—he has made that go a long ways. I believe if he had \$10,000 or \$20,000 more he could make a most satisfactory showing. I recommend that the nurserymen undertake to secure through Congress this increased appropriation.

### Outlook

In spite of market depression and general deflation of values especially products of the soil, there has been an appreciable decline in prices of horticultural products known as nursery stocks. The general report coming from nursery centers this spring indicates an almost complete cleanup of all surplus fruit trees and ornamentals. The usual surplus has been greatly reduced, and if reports are correct, the old hoodoo brush-pile has been conspicuous by its absence this past spring. Many lines of stock were extremely scarce, and on these, prices were abnormally high. nevertheless, the demand seemed to increase as prices advanced. All of this indicates a promising market for the coming year and should afford no small degree of encouragement to the American grower. Conditions now prevailing in the United States place the task of production squarely in the hands of the American nurseryman, and I feel confident that the American nurseryman can and will rise to the situation and supply every need of the planting public with No. 1 quality stock produced by American labor and branded "Made in America." Yes, I believe the future of the nursery business never was brighter than at the present time, and I take consolation in the fact that there is every good reason for the nurserymen to bring up their sons in the business from now on instead of sending them into other professions.

### Conclusion

In conclusion, I wish to thank the members of the Executive Board for the support and co-operation which they afforded me in carrying out the work of the association during the past year. I wish also to convey to the committee-members and the nurserymen who served as special representatives to various conferences, my appreciation of the splendid service they rendered for the good of our industry. There has been team work all around throughout the entire year. I have heard no criticism and I have found every member ready and willing to do his share when called upon. It has not been a one man's job this year and I be-

lieve everyone has enjoyed doing his bit. I would like to see a continuation of this team work for it surely gets results. We are on the right track with a good clear road ahead. We can carry a larger load and put on more speed. Let's go!

M. R. CASHMAN.

### THE BABY RAMBLERS

While at the convention the Baby Ramblers held their annual meeting on June 27th. The following officers were elected: President, W. H. Mastin; vice president, Robert Essig; secretary, E. H. Bowden.

The membership is limited to twenty-five and the following have had the honor of being selected to membership in this young, active body: T. H. Cobb, with Chase Bros.; Ralph Perkins, Jackson & Perkins Co.; Frank R. Raigon, with Riee Bros.; Don Wyman, Bay State Nursery; James Ilgenfritz, Monroe Nurseries.

The Baby Ramblers, by their activities at the convention and such matters they have undertaken to handle, have proven the right of existence. There is every indication this association of young nurserymen will prove to be a school of preparation for future officers of National Association. This year one of their members, William Flemmer, Jr., has been elected to the very responsible position as member of the Executive Committee of the National Association.

### MEMORIES OF THOSE WHO HAVE "GONE WEST"

*Resolutions of sympathy and condolence adopted by the American Association of Nurserymen in convention assembled at Detroit, Michigan, June 28, 1922.*

### PETER YOUNGERS

"Pete Youngers is dead." The announcement of these simple words in the associated journals of this organization and the public press of the state of Nebraska on August 19, 1921, carried sorrow to the hearts of every member of the American Association of Nurserymen and to the citizens of his home state.

No man whose name has occupied a place upon the membership rolls of this association, was more popular or more unanimously esteemed and loved than was Peter Youngers.

We recall, with most tender feeling, his genial, loveable personality and feel that he was the type of man who inspires confidence and renews our faith in humanity. His big, tender, sympathetic heart was ever open alike to his friends and associates. He was a most likeable man, of affable and jolly disposition, always greeting his associates with a smile or cheery laugh which we shall never forget. He always saw the "bright side" of a situation and inspired optimism and hopefulness in his associates.

He occupied for many years positions of importance and trust in this association, serving it for a long while as your treasurer and at the time of his demise, occupied a similar position with the American Nurserymen's Protective Association.

For many years he successfully conducted an extensive nursery business at Geneva, Nebraska, and was honored by his home state by elevation to positions of trust in high state affairs.

RESOLVED, that our sympathy and condolence be ex-



tended to, and a copy hereof forwarded those related to him by blood and family ties, as a feeble tribute of what he meant to us and the affection in which we treasure his memory.

Respectfully submitted,  
J. W. Hill,  
E. S. Welch,  
A. M. Augustine,  
*Committee.*

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D. S. LAKE

February 2, 1922, was a day of mourning for the little city of Shenandoah, Iowa. She had been called upon to give up one of her most prominent and influential citizens, our highly esteemed friend and co-worker, D. S. Lake.

He had been closely identified with the upbuilding and business interest of his chosen home town since 1870, then but a little village.

He was a man of sterling worth and unusually high ideals, who never at any time failed to do what conscience, justice and right demanded. He believed in law and order and lived up to his ideals. He was kind, charitable, and considerate of all who came within his presence. He was true to the principles of his religious faith, and lived his life as becomes a consistent Christian.

He was the oldest and most widely known pioneer nurseryman of the Middle West, with whom almost every member of this association was personally and intimately acquainted. He was a quiet man, of few words, a safe adviser and one whose judgment was frequently sought by his associates and fellow-members of this association.

His mantle falls upon the shoulders of his worthy sons, Albert L. and Ralph A. who, we are confident, shall worthily bear it.

BE IT RESOLVED, that the sincere sympathy and condolence of this association be extended the family and friends and that a copy of this meager tribute be forwarded them.

Respectfully submitted,  
J. W. Hill,  
E. S. Welch,  
A. M. Augustine,  
*Committee.*

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F. H. STANNARD

On March 30, 1922, an esteemed ex-president of this association was called to his reward.

F. H. Stannard, who for many years has occupied a position of esteem and affection in the hearts of every member of this association "laid aside his burden and accepted his reward."

The older members of this association will recall the name of Brewer and Stannard, as being pioneer nurserymen of the State of Kansas.

This firm was dissolved, however, many years ago, but Mr. Stannard continued and built up a very successful business at Ottawa, which today stands as a monument of his industry, thrift and integrity.

He was a gentle, loveable, Christian man. And his life was such as to command the highest intonation of those closest to him. His mind and heart were imbued

with love of humanity, a friendliness and kindness for all who came within his observation. A man whose home life was ideal, faithful in every duty and in no instance did he shirk responsibility. A man of sterling worth and fixed integrity, upon whose statements the utmost reliance was given.

His quiet manner impressed all with whom he came in contact, his kindly disposition and genial greeting shall ever be remembered by those whose privilege it was to know him.

His life was gentle and the elements so blended in him that nature might well stand and say to all the world "This was a man."

He occupied high positions of trust in his state and city, serving for many years as senator in the State Legislature and in other capacities of equal importance. He was a Christian man emulating the principles and examples of "Him who went about doing good." His life has placed him upon an established pinnacle of honesty, integrity and self sacrifice, which may be well emulated by every member of this association.

RESOLVED, that a copy of this feeble tribute be conveyed to the family of the deceased as an expression of our love and esteem.

Respectfully submitted,  
J. W. Hill,  
E. S. Welch,  
A. M. Augustine,  
*Committee.*

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CLARENCE M. WEDGE

Clarence M. Wedge, founder and proprietor of the Wedge Nursery, of Alberta Lea, Minnesota, died in Florida when he had gone on account of ill health.

Mr. Wedge was often seen at the meetings of this association and while of rather a retiring disposition was highly esteemed by those who were favored with his acquaintance. He was thoroughly educated in horticultural matters and a frequent contributor to several farm papers on these subjects.

Those with whom he had business dealings are unanimous in their testimony to his, a sterling integrity and to his being a high-toned Christian gentleman in all the term implies and what better tribute could one have.

Respectfully submitted,  
J. W. Hill,  
E. S. Welch,  
A. M. Augustine,  
*Committee.*

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SAM W. CROWELL

WHEREAS, in the death of Sam W. Crowell, of Roseaere, Miss., the American Association of Nurserymen has lost one of its most valued members, the State of Mississippi and the nation a citizen of promise and of sterling worth.

THEREFORE BE IT RESOLVED, That in the councils of nurserymen from one end of the land to the other, his influence for the highest ideals and those sane business methods so essential to success will be missed.

Sam Crowell was a man among men, wherever his lot was cast. Fearless for but one thing, that his position was right. He met every issue of life squarely.

Going to Roseacre as a young man endowed only with the determination to succeed, he by indomitable will built a business within a few years comparable to few nursery businesses of the country. To think of Roseacre was to think of Sam Crowell.

To his beloved wife, we extend the sympathy of the membership of this association who knew him intimately and who revered his memory.

Respectfully submitted,

J. W. Hill,  
E. S. Welch,  
A. M. Augustine,  
*Committee.*

#### THOSE REGISTERING AT THE CONVENTION

Adair, Robt. W., Wathena, Kansas.  
Aldrich, Clarence, Farmington, Mich.  
American Fruits Pubg. Co., Rochester, N. Y.  
Andrews, H. W., Clayton, Mo.  
Atlantic Nursery Co., D. W. Babcock, Berlin, Md.  
Augustine, A. M., Normal, Ill.  
Averill, N. E., D. Hill Nursery Co., Dundee, Ill.  
Bader, J. B., Bader Bros., Ft. Worth, Texas.  
Baker, Bert, Hoosick Falls, N. Y.  
Barnes Nursery Co., J. J. Barnes & Co., Cincinnati, O.  
Baughner, J. G., Adams County Nursery, Asper, Pa.  
Benton Harbor Nursery Co., Benton Harbor, Mich.  
Benton Review Shop, Geo. L. Roby.  
Bernardin, E. P., Parsons, Kansas.  
Bobbink & Atkins, Rutherford, N. J.  
Bogart, A. Albert, Little Silver, N. J.  
Bohlender & Sons, Peter, Tippecanoe City, O.  
Bond, John R., Yalesville, Conn.  
Borst, W. Edward, American Forestry Co., Boston.  
Bridgman Nursery Co., A. C. Stahelin, Bridgman, Mich.  
Brown Bros. Co., Rochester, N. Y.  
Bruce, A. J., Des Moines Nursery Co., Des Moines, Ia.  
Bryant, George A., Bryant, Miles W., Princeton, Ill.  
Buntings' Nurseries, Selbyville, Delaware.  
Burke, F. T., Rochester, N. Y.  
Brush, Graham, Easton, Maryland.  
Buskirk, A. S., Independence, O.  
Campbell, W. E., Elm City Nursery Co., New Haven, Conn.  
Carr Sons, M. L., O. E. Carr, Yellow Springs, O.  
Cashman, M. R., Clinton Falls Nursery Co., Owatonna, Minn.  
Central Illinois Nursery Co., Normal, Ill.  
Champion, A. M., Perry, O.  
Chattin, E. W., Winchester, Tenn.  
Chase, H. B., Chase, Ala.  
Chase Co., Benjamin, Derry, N. H.  
Chase, John C., MacKenzie, W. C.  
Cobb, T. H., Chase Bros. Co., Rochester, N. Y.  
Cole, W. B., Painesville, O.  
Collins, W. E., Fennville, Mich.  
Coppock Bros., Perry, O.  
Cornbelt Nursery & Forest Ass'n, Bloomington, Ill.  
Coryell, R. J., Birmingham, Mich.  
Cowperthwaite, W. I., Holm & Olson, St. Paul, Minn.  
Cultra, A. J., Onarga Nursery Co., Onarga, Ill.  
Cutler, F. J., Benton Harbor, Mich.  
Dayton Fruit Tree Label Co., Dayton, O.  
Dorey, E. W., A. T. Della Mare Co., New York City.  
Dreer, Inc., Henry A., Philadelphia, Pa.  
Drummond, F. A., Rosamond, Ill.  
Drummond, W. A., Rosamond, Ill.  
DuBoise Press, The, John Watson, Rochester, N. Y.  
Edwards, Frank M., Fort Atkinson, Wis.  
Elizabeth Nursery Co., Elizabeth, N. J.  
Essig, R. W., Pontiac Nurseries, Detroit, Mich.  
Fegan, Chas. R., Brown's Nurseries, Ont., Canada.  
Felix & Dykhuis, Boskoop, Holland.  
Ferguson, C. G., Northern Nurseries, Denver, Colo.  
Ferguson, T. G., Wauwatosa, Wis.  
Ferris, Carl, Hampton, Ia.  
Flanagan, E. J., Geneva, N. Y.  
Flemer, Wm., Sr., Springfield, N. J.  
Flemer, Wm., Jr., Princeton, N. J.  
Foote, J. T., Durant, Okla.  
Forest Nursery Co., Boyd, F. C., McMinnville, Tenn.

Foster, J. H., Fredonia, N. Y.  
French Nursery Co., Clyde, O.  
Fruit Garden & Home, E. R. Corbin, Des Moines, Ia.  
Galeener, Geo. E., Vienna, Ill.  
Garrett, F. B., Burns City, Ind.  
Greening Nursery Co., The, Monroe, Mich.  
Greening, Ben. F., Monroe, Mich.  
Griesa, T. E., Lawrence, Kans.  
Griffith, W. B., Fredonia, N. Y.  
Hallman Co., Jos., Colma, Mich.  
Hathaway, S. P., Madison, O.  
Harris, Geo. S., C. R. Burr Co., Manchester, Conn.  
Harrison Nursery Co., York, Nebr., E. H. Smith.  
Harrison, Orlando, Berlin, Md.  
Harvey's Nurseries, Oak Park, Ill.  
Harvey, Atwood, Tulsa, Okla.  
Hasen, Josiah A., Neosho, Mo.  
Hemming, Ernest, National Nurseryman, Flourtown, Pa.  
Hicks & Son, Isaac, Westbury, L. I., N. Y.  
Hill Nursery Co., D., Dundee, Ill.  
Hill, J. W., Des Moines, Ia.  
Hill, V. D., D. Hill, Dundee, Ill.  
Hillenmeyer & Sons, H. D., Lexington, Ky.  
Hobbs, Harry W., C. M. Hobbs Sons, Bridgeport, Ind.  
Hood, W. T., Richmond, Va.  
Hooker, Chas. G., Rochester, N. Y.  
Hopedale Nurseries, Griesemer, J. W., Hopedale, Ill.  
Howard, O. Joe, Howard-Hickory Co., Hickory, N. C.  
Hubbard Co., T. S., Fredonia, N. Y.  
Hughes, C. J., Cedar Rapids, Ia.  
Huntsville Wholesale Nurseries, W. H. Bell, Huntsville, Ala.  
John Fraser, Jr., Mr. Stubbs.  
Ilgenfritz, Clarence, Monroe, Mich.  
Ilgenfritz & Sons Co., I. E., Monroe, Mich.  
Jackson & Perkins, Newark, N. Y.  
Jackson & Perkins, P. V. Fortmiller, Newark, N. Y.  
Jenkins & Son, J., E. M. Jenkins, Winona, O.  
Kadlec, Harry, Evanston, Ill.  
Kelly, Dansville, N. Y.  
Kelsey, Harlan P., Salem, Mass.  
Knox Nursery & O. Co., Vincennes, Ind.  
Krider, Kenneth, Goshen, Ind.  
Krider, Vernon H., Goshen, Ind.  
Koster & Co., Bridgeton, N. J.  
Krill, B. L., Prudential Nurseries, Vicksburg, Mich.  
Krick, N. I. W., A. Weller, Weller Nurseries, Co., Holland, Mich.  
Lane, Jos. J., House & Garden, New York, N. Y.  
La Salle Nursery Co., La Salle, Ill.  
Liebenthaler, John D., John Liebenthaler Nurseries, Dayton, O.  
Lindley, Paul, Pomona, N. C.  
Littleford Nurseries, Co., Downers Grove, Ill.  
Lovett, Lester T., Little Silver, N. J.  
McBeth, Thos. B., Springfield, O.  
McCarthy & Sons, D. T., Lockport, N. Y.  
McElderry, Jos. L., McElderry, W. E., Princeton, Ind.  
McFarland, J. Horace, Harrisburg, Pa.  
McGill, A. W., Toppenish, Washington., F. A. Wiggins.  
Maloney Bros. & Wells Co., Dansville, N. Y.  
Maloy, Charles, Rochester, N. Y.  
Maney, Thos. J., Maney & Sayre, Inc., Geneva, N. Y.  
Manning, L. E., F. E. Nursery Dept., New York.  
Marshall, H. W., Arlington, Nebr.  
May, E. E., Ferguson, C. G., Mount Arbor Nurseries.  
Mayhew, C. C., Texas Nursery Co., Sherman, Texas.  
Mayhew, J. R., Waxahachie Nursery Co., Waxahachie, Tex.  
Miller, Wm. F., Mt. Ephraim, N. J.  
Miller, S. A., Milton Nursery Co., Milton, Ore.  
Moon, J. Edward, Wm. H. Moon Co., Morrisville, Pa.  
L. U. Needham.  
Morse Co., A. B., St. Joseph, Mich.  
Moss, Milton, Huntsville, Ala.  
Mountain View Nursery Co., Williamsport, Md.  
G. F. Hotzen, J. B. Fleming.  
Munson, W. B., Denison, Texas.  
Needham, Earl D., Des Moines Nursery Co., Des Moines, Iowa.  
Nelson, Frank, The Paw Paw Nurseries, Mich.  
Nelson Sons Co., Swain, Chicago.  
Nickman, C. B., McHutchison Co., New York City.  
Nordine, John, V. P. Jewell Nursery Co., Lake City, Minn.  
North State Nursery Co., Pardee, Wis.  
Oliver Nursery Co., Topeka, Kansas.  
Parker Bros. Nursery Co., Geo. Parker, Fayetteville, Ark.  
Parker, Jim, Tecumseh, Okla.

Parthemore, J. H. McFarland Co., Harrisburg, Pa.  
 Pennsylvania Nursery Co., Girard, Pa.  
 Petty, Fred L., Farm & Home, Chicago.  
 Picket, A. R., Clyde, O.  
 Pilkington, J. B., Portland, Ore.  
 Pitkin, Wm., Chase Bros. Co., Rochester, N. Y.  
 Pontiac Nursery Co., Detroit, Mich.  
 Pottinger, T. A., Kankakee, Ill.  
 Prudential Nursery Co., C. A. Krill, O. J. Richardson.  
 Pyle, Robert, The Conard & Jones Co., West Grove, Pa.  
 Reed, W. C., Vincennes Nurseries, Vincennes, Ind.  
 Reed, Mrs. W. C., Vincennes, Ind.  
 Reed & Son, W. C., M. P. Reed, Vincennes, Ind.  
 Rice Bros. Co., Geneva, N. Y.  
 Hort Bowden, J. P. Rice, Frank Reogen.  
 Robbins, E. C., Pineola, N. C.  
 Robinson, Lexington, Mass.  
 Rockwell, F. F., Koster & Co., Bridgeton, N. J.  
 Rogers, Thos., Winfield, Kansas.  
 Root's Nurseries, Inc., Manheim, Pa.  
 Rouse & Son, Irving, Rochester, N. Y.  
 Rowe, E. Fred, McFarland Pubg. Co., Harrisburg, Pa.  
 Scarff & Sons, W. N., New Carlisle, O.  
 Schifferli, F. E., Fredonia, N. Y.  
 Shadow Nursery Co., Joe, A. J. Shadow, Winchester, Tenn.  
 Sherman, E. M., Charles City, Ia.  
 Shenandoah Nursery Co., Shenandoah, Ia.  
 Sherrill, E. S., Detroit, Mich.  
 Shoemaker, Paul J., Perry, O.  
 Simons, Fred B., Vandegrift & Co., New York.  
 Simpson Nursery Co., Monticello, Fla.  
 Simpson, H. D., Knox N. & O. Co., Vincennes, Ind.  
 Sizemore, Charles, Louisiana, Mo.  
 Skinner & Co., J. H., Topeka, Kansas.  
 Smith & Co., W. T., Geneva, N. Y.  
 Thomas C. Carron, Tom F. Welch.  
 Sonderegger Nurseries, Beatrice, Nebr.  
 Stannard Nursery Co., F. H., Ottawa, Kans.  
 J. J. Pinney, C. A. Stannard, Lola Sloan, May Stannard.  
 Stark, Lloyd, Louisiana, Mo.  
 Storrs & Harrison Co., Painesville, O.  
 J. H. Dayton, C. H. Shoemaker.  
 Stuart Co., C. W., Newark, N. Y., W. H. Maston.  
 Taylor & Co., H. S., Rochester, N. Y., C. C. Yaky.  
 Taylor & Son, L. R., Topeka, Kansas.  
 Taylor, M. L., Perry, Kansas.  
 Tinchell, Wm. L., Gowanda, N. Y.  
 Tinder, L. J., Madison, Rochester, N. Y.  
 Van der Kallen, H., F. J. C. Vootendorst & Sons, Boskoop, Holland.  
 Vandervorst, P. C., Wilmington, O.  
 Vaughan's Nursery, Western Springs, Ill.  
 Verhalen, S. J., Scottsville, Texas.  
 Van Oven, F. W., Naperville Nurseries.  
 Weber, F. A., Weber Nursery Co., Nursery, Mo.  
 Welch, E. S., Shenandoah, Ia.  
 Weller Nurseries Co., Weller, F., Holland, Mich.  
 West, W. B., Perry, O.  
 Weston & Co., P. R., R. W. Ackerman, Bridgman, Mich.  
 Willadean Nurseries, J. F. Donaldson, Sparta, Ky.  
 Willis, A. E., Ottawa, Kansas.  
 Wyman, Don, North Abington, Mass.  
 Wyman, Richard, North Abington, Mass.  
 Wyman, W. G., North Abington, Mass.  
 Young, J. A., Aurora, Ill.

#### WHAT'S AROUND THE CORNER

*Address of Henry B. Chase, Chase, Alabama, Before the Nurserymen's Convention, Detroit, June, 1922*

I am no prophet, son of a prophet, seer or crystal gazer, but I do believe that the nursery industry is approaching a "corner" and that one guess is as good as another as to what awaits us around that corner. Generally speaking, the last few years have been good for the nurseryman; we have enjoyed a good business, a live market at profitable prices. For the season of 1921 and '22 the price tendency was downward as compared with the previous year, except on some few items that were in short supply and my prediction is that the price tendency for Fall '22 and Spring of '23 will continue downward on nursery products taken as a whole. There are some exceptions because the supply of some few items will continue short throughout this coming season. These price declines, coming by degrees, are right and proper and strictly in keeping with the readjustment from the

war-time peak and there is no objection whatever to this program; it is the natural thing, we expect it and are prepared for it. As I see it, however, the nursery industry today is on a production basis; the industry is now in position to greatly expand its productions and it is this point of "Over Production" that I would put first on the list of What's Around the Corner? Most earnestly do I sound a note of warning. Don't go wild on your plantings. Stop and think it out, and this applies to every grower in this room, STOP AND THINK and in thinking it out go over your old pay rolls, your old trial balances, your old freight and express bills, your old overhead account and compare these items with their costs today. By old accounts I mean the years of 1911 and 1914, the pre-war period. If you will find that it is utterly out of the question for you to live under the prices which you secured for your products during that time and as sure as the sun shines Over Production will bring our industry right back to 6c apples, 9c kieffers, 14c cherry, 6c peach and 12c roses in spite of your present operating expense of 50% to 150% greater than it was during the pre-war period. Get me clearly on this point, Over Production means the old time prices in spite of a tremendously increased operating expense. There is no getting away from it. When there is a production of two trees or plants where only one is required to meet the demands of the trade, both trees and both plants will be sold, if possible, at a nickel or six cents or any price at all. There is no getting away from this fact, but remember your cost of doing business today is not on a nickel or six cent basis.

In planning your plantings there is another feature aside from your own individual supply and your own individual demand to be taken into consideration and this is the fact that dozens, perhaps hundreds would be nearer correct, of new and heretofore unknown growers are going into or have already entered the producers' lists; also, that many heretofore small growers are now greatly expanding their business. We must remember that the combined productions of these new and expanding growers is no inconsiderable item and that this production helps tremendously in bringing about a period of Over Production that I believe is around the corner I am talking about. In the South, where we are fairly in touch with the situation, we know of dozens of these new growers who have started into the business within the past twelve months. Do not overlook these hitherto non-producers when you stop and think about your planting plans for next Spring. Unless the recognized nurserymen of this country proceed along conservative lines, ultra-conservative if you please, we will see price-declines within two years, not by degrees, but they will come in a deluge and the nursery industry will then be sure enough back to "normalcy" with a vengeance.

At the Kansas City meeting of the Western Association last January the program committee insisted that we inflict the members with a few remarks on "The Immediate Future of the Nursery Business." Said remarks were duly inflicted and had to do with conditions, as we saw them, for the Spring and Fall of 1922. Among other disjointed inflictions we then stated that in our opinion there was a market in sight for all good nursery stock in sight for the Spring and Fall of 1922.

You will agree with me that our statement was correct as applied to the past Spring season and we are still of the opinion that the nurseryman of this country will find a good market for his products for Fall of 1922 and Spring of '23, but right now, while conditions are good, right now when it takes real nerve to plan any curtailment in our production, is the very time for us to look ahead a little and plan with care and thought and conservatism for the next four or five years. Right now it is the conditions that will confront us in the Fall of 1923, '24, '25 and '26 that have me guessing. True, I grant you that business conditions are improving. That there is a tremendous amount of new building in process and contemplated and that the captains of industry are all hopeful and optimistic, but in spite of these most favorable prospects just how much, in the next four years, will a big Over Production have to do with utterly demoralizing the nursery industry, bringing about another series of low-priced, hard-up, red-ink-bank-balances, non-profitable seasons? Just how much of an increased production can be taken care of profitably by increased educational publicity is an unknown factor. Certainly any and every move that will tend toward educating the people to plant trees and shrubs, that will help to stimulate the market for our products should receive right now a little closer attention than ever before. This matter of Over Production is a feature of the nursery business that can never be controlled but it is up to every one of us to stop and think and apply sound, conservative planting plans now and by so doing we can help mightily to keep the nursery industry on a basis that pays us a reasonable return for our labors. Recall if you please those "years of normalcy" before the war when we were all scratching gravel, working like Sam Hill to meet our payrolls and keep our



bankers reasonably content. History repeats itself you know, and I am wondering just how far around the corner will we find ourselves up against those same conditions? The nurserymen of this country are as industrious a lot of business men as can be found. They put in more hours of exacting, honest-to-goodness hard labor than is the case in many other lines of endeavor.

To put it bluntly, they work like the dickens and the story of the Old Black Hen exactly fits ninety per cent. of the successful nurserymen of this country. Listen:

Said the little red rooster, "Gosh all hemlock, things are tough. Seems that worms are getting scarcer, and I cannot find enough. What's become of all those fat ones is a mystery to me; There were thousands through that rainy spell, but now where can they be?"

The old black hen who heard him didn't grumble or complain. She had gone thru lots of dry spells, she had lived thru floods of rain, So she flew up on the grindstone, and she gave her clews a whet, As she said, "I've never seen the time there weren't worms to get."

She picked a new and undug spot; the earth was hard and firm. The little rooster jeered, "New ground, that's no place for a worm."

The old black hen just spread her feet, she dug both fast and free, "I must go to the worms," said she, "the worms won't come to me."

The rooster vainly spent the day, thru habit, by the ways Where fat round worms had passed in squads back in the rainy days.

When nightfall found him supperless, he growled in accents rough,

"I'm hungry as a fowl can be—conditions sure are tough."

He turned then to the old black hen, and said, "It's worse for you,

For you're not only hungry but you must be tired too.

I rested while I watched for worms, so I feel fairly perk,

But how are you without worms too, and after all that work?"

The old black hen hopped to her perch and dropped her eyes to sleep,

And murmured in a drowsy tone, "Young man, hear this and weep:

I'm full of worms and happy, for I've dined both long and well, The worms are there as always, but I had to dig like hell."

There may be other things around the corner but I shall touch on only one more, and that is a proposed Standard Form of Uniform Nursery Inspection Laws brought out by the Cotton States Entomologists last January. They invited representatives of the Southern Nurserymen's Association to meet with them in conference in Atlanta and discuss with them the report of their committee who had this matter in charge. At this January conference five nurserymen were present. Their committee presented for our consideration a proposed "Ideal Standard of Rules and Regulations toward which all states could move as opportunity offered," an idea that has been present in the minds of the nurserymen for many years and the nurserymen were delighted over the invitation to be present and co-operate with the entomologists in working out a standard form of Uniform Nursery Inspection Laws to be operated in all states alike.

The "Ideal Standard" presented embraces 29 sections and time forbids stating them all but some of the important features, briefly stated, are as follows. First, a serially numbered certificate tag to be issued each nurseryman by his State Entomologist, said nurseryman to account for each of these numbered tags by duplicate invoice, without price, to be mailed his State Entomologist, said duplicate invoice to show the number of the tag used on that particular shipment and to be mailed to the Entomologist promptly after shipment was made. Second, a nurseryman doing business beyond the borders of his own State must secure from each and every State in which he operates a serially numbered Permit tag which must be attached to each shipment destined to the state issuing same and a duplicate invoice, without price, showing number of the permit tag used, must be mailed promptly to the Entomologist issuing the permit tag. Think for a moment just what this will mean to the large agency nurserymen and mail order firms in this country, many of whom are doing business in practically every state in the Union. Third, all shipments of nursery stock shall not only be inspected at the nursery before shipping, but they must also be again inspected by a competent inspector after shipment and before planting. The nurserymen present tried to convey their feeling

over this provision, that it was utterly impractical and impossible of carrying out, pointing out the fact that in the cotton states alone there are probably 600,000 to 1,000,000 orders filled annually and the utter impossibility of inspecting "after shipment and before planting" even one-tenth of these orders. The nurserymen asked that the Entomologists earnestly attempt to work out some plan whereby one inspection tag will carry a shipment anywhere in the United States. This suggestion was taken under advisement and a second conference was called by the Entomologists to meet in Atlanta in May. At this second conference twenty-one nurserymen were present.

The Entomologists reported that they had not been able to evolve a plan as suggested at the first conference and again submitted the "Ideal Standard" without change or modification and it was discussed fully and frankly section by section. We could not get together. Some concessions were made by the Entomologists, the most important one being the elimination of a section which provided that "All shipments of nursery stock coming into a state should be routed by receiving stations for inspection and forwarding to destination."

The serially numbered permit tag is now in use by four of the citrus growing states and you who ship into Florida, Mississippi, Louisiana and South Carolina are familiar with the duplicate invoice required under these permit tags. Conditions in the citrus states are difficult and entirely different than in other sections of this country and the nurserymen feel that the use of this serially numbered tag should be confined to the citrus states. The Entomologists want this plan adopted by all the states and a serially numbered certificate tag as well. Therefore, I suggest that you large operators who are doing business in thirty or forty states should look to the future very carefully and do everything that you possibly can to avoid Over Production in order that you may keep your prices at a reasonable point so that you can build a wing or add an extra story to your office or house, and have funds to pay the additional force necessary to comply with these "Ideal Rules and Regulations" when universally adopted. Cheer up.

#### ARE WE FOOLING OURSELVES?

*Address by Mr. A. F. Lake, Shenandoah, Iowa, Before the Nurserymen's Convention, Detroit, June, 1922*

Mr. President and members of the American Association of Nurserymen:

A friend of mine read the subject on which I am going to speak today, and he said: "Lake, what are you going to talk about?" "Why," I said, "not much of anything," and he looked at me in rather a pitying way, as if he thought that I would be badly rattled to get up before this great American Association of Nurserymen with nothing to say, but, gentlemen, I have been attending these meetings during twenty-five years and during that time fifty per cent of the men that have been attending here have not had anything to say. (laughter). So I am not at all embarrassed.

I am very sorry that I lost my elaborate notes. I expected to try to make you a nice talk, so now I will have to fall back on just what I remember of it, and I may disappoint you and undoubtedly will be disappointed myself.

A nurseryman told me the history of his life—a man that you all know, a very prominent man in the nursery business—and I am going to give you today one chapter and then I will wind up. I am going to say a few words to young men. I am young yet, but not as young as a lot of the fellows that are here, or ought to be here in this room.

This man, I will call him Mr. Nurseryman, it would be rather embarrassing for me to mention his name—Mr. Nurseryman had been in the business a great many years and he finally formed a desire to make a fine plant. He knew of a piece of land nearby that he thought was especially adapted to the purpose of growing nursery stock. He bought that piece of land. A great deal of it was in clover and he started in the Fall and plowed it under, blocked it all off and planned what he would plant. Over here was a dandy place for cherry, over here was a place suitable for roses, over here was good ornamental ground, and he mapped it all out and made a record of it in his office.

As Fall drew on he began to gather propagating stock and during the winter he had his grafts made up and he personally left his office and looked after the grafts. He watched his ornamental stock, he watched everything that was going into this new block, because he was going to make it a wonderful block, it was going to be a banner block, one of the best he had ever had; it was going to be a plant that visiting nurserymen would be proud of.



Along towards the Spring he began to receive his stocks from France. The honest Frenchmen told him that they left over there in good shape and he had every reason to believe that they would reach this country in fine condition, because he had always found the Frenchmen wonderfully honest. The stocks arrived. They were not just as good as he would like to have seen the mahaleb, or some of the other stocks. He regretted that. He went over and slipped out one caution to the foreman and honest employees to be very careful, because this was going to be a banner plant, and he wanted everything to be in first class condition.

As Spring wore on he found himself tied up in the office so that he could not give any attention to the planting. He called in the foreman and honest employees and instructed them carefully about the planting. They must be very careful, they must see that the grafts were in fine condition and that the honest stock from the honest Frenchmen were in fine shape. He said, "Plant thoroughly, boys, firm the ground well and do everything up in first class shape. I am depending on you."

The busy season wore on. He worked 12 to 14 hours a day. Even on Sundays he had to work on the retail trade somewhat. He found a few buyers dropped in, wanted to look at the evergreens and shade trees, and while he had been brought up to go to church, yet he could not possibly get away. He was working hard every day in the week.

After the planting season was over he found, owing to the fact that the trade was hanging on longer than usual, he could not go out in the nursery, so he called in the foreman and the honest employees and asked them how everything was looking. They informed him that the grafts were 99¾% of a stand, the foreign stocks that the honest Frenchmen had sent over, they had regraded them when they came and regraded them in the Fall and they had a very good stand; the ornamentals were fine, everything was just looking good, and he had a prosperous feeling. He ordered a Cadillac, when really he belonged in the Ford class, and did not know he was fooling himself. And he began to pay his Spring bills, which was a foolish thing to do—they were not due yet—but he felt so very good over the report of the foreman and honest workmen that he did a lot of foolish things early in the season.

He had a little wife—and they are generally the boss and ought to be—and she suggested he was working very hard and that they ought to take a ride, and on Sunday they started out and of course they landed right in the nursery, as all good nurserymen do when they are out for a drive and he came to the graft field first and something had happened to the field. The foreman had told him it was 99¾ of a stand and he found a lot of graft material rubbed off, the grafts were not doing right, some were sickly. He walked across the field and made up his mind that he did not have a good stand. He went over to the French stock; he found Mahaleb 33 1-3 per cent. stand, plums from France were not very good, the ones from Italy were not very good. He went over the Carolina Poplar and there was a stand of 11,999 out of 12,000. Nobody wants Carolina Poplar. The buds were not good. He went home rather discouraged. He called in the foreman in the morning and asked him about it. The foreman said, "Oh, Mr. Nurseryman, you are wrong, the per cent. is 90. I have carefully gone over it and I know just what I am talking about, and you know I am all right, because you brought me up. I have been here for twenty-five years and I would not lie to you on a bet."

The little girl sitting back in the office, who had been sticking around there fifteen to twenty years, after the foreman went out, said, "Mr. Nurseryman, what do you think about that stand?" "Well," he said, "I can't help but believe that the foreman is a little off." She said, "I will tell you what, you send John out, John is an honest boy, let him count, he knows a lot about it, let him go over it and bring the counts to me and I will draw off the percentages and we will know just where we stand." That is what every nurseryman ought to do.

He acted on the little girl's advice, he thought she was level headed, she had been his right hand for a good many years. The counts were brought in, the percentages drawn off and he found he had about 55 to 60 per cent. stand on an average. Some things were 33 1-3, some jumped up to 80, outside of Carolina Poplar and Van Houtii. He did not have a 90 per cent. stand in the nursery. That is the way he told it to me.

He felt a little downhearted, disappointed in his employees and he naturally turned and looked over his office force, wanted somebody to confide in, somebody to talk to. In the other room, behind the glass partition was his son, just returned from college, an awful nice boy, well brought up, good fellow, loved by everyone, highly educated. He had taken the nurseryman's course. He knew all about botany, horticulture, but he did not know

whether an Elberta peach was propagated by budding, or whether it just grewed liked Topsy. He had not learned that. Dad had forgotten to give him a practical nursery training and Dad had made a wonderful mistake. He had not said to the boy during vacation, "Take your dinner pail, boy, go out with the men. It won't hurt you a bit, because I have men working for me just as good, some of them a little better than I. There are men who have learned the game from the ground up." Dad had forgotten that, so he turned away. He could not consult with his son, the one that he loved and the one he hoped would succeed him in his business.

He looked over his office force, two or three boys, snappy young fellows, knew all about bookkeeping systems, know what the profits would be, they were good judges of bobbed hair, all those things, but they had not in the summer times gone out in the nursery and dug in the ground and learned something about the nursery game. Instead of that, they were playing golf during the slow season, or sitting with their feet propped up, growling about how hard they had worked during the busy season. Therefore, he could not turn either to his son or office men, because they were not practical.

He asked his wife about it that night. She was a mighty good little woman, she had wound grafts for him the first winter that they were in business, she had helped him in many years, she had gotten up at 3 o'clock in the morning and cut asparagus and pie plant, in the early years, to take to the market to live on while their stock was growing; she was a grand little woman. It was about convention time and she said, "Mr. Nurseryman, go to the convention, because on the program they will have men to solve your problems." He wanted his problem solved, he took her advice, he went off to some hot place and went into the convention hall. He was going to have his problem solved, because he knew that the great association would put men on their program that talked about nothing but the nursery business and talked about the problems that the nurserymen wanted settled.

He heard the speech of welcome. It was a very good one. You are welcome as long as you pay \$6.00 a day and sit cooped up in a little room that is not big enough for a man to turn around in. He heard the president's speech. It was absolutely all right, full of hope and courage, just what he needed. Then it was announced that Mr. So and So, a great big man, a man that is known all over the nation—and the fact was, he was not known outside of the block in which he lived—that he would talk and Mr. Nurseryman buttoned up his coat and swelled up. He was going to hear something good, now he was going to get help. A great big stout fellow came out on the stage and he looked down his audience, and he began to tell them what poor business men nurserymen were; he told them that they were not recognized as business men over the nation, that they were just farmers, horticulturists, that they had no system in business. He did not tell them that two-thirds of the business institutions of the United States are burdened down so with system that they are not declaring dividends.

This man was saddened, it hurt him. He had been brought up to respect the nursery business. His father before him was a nurseryman, he wanted his boy to be a nurseryman. The nursery business was a religion to him; it hurt him, gentlemen, it hurt him.

Well, the next man on the program was a professor, a splendid little fellow. He told him about bugs that had existed in the United States for forty years, but they were now going to keep them out of Europe, they had started 40 years too late. He told them about the bug that stung Moses and Cleopatra, the one that Caesar had run up against, but he did not tell them how to get rid of it. He told them about root knot, did not tell why some inspectors throw out trees on account of root knot, and some of them tell the nurseryman that root knot does no harm. He did not tell them that the apples that won the prize at Paris grew on root knot trees, he just told them a lot of stuff but did not give any remedies. Mr. Nurseryman did not feel that he got anything out of that.

Finally other members appeared. There was not a practical man on the program. Finally he heard sweet music and there came on the platform a group of men all dressed in white robes, carrying harps and wearing crowns and they told the nurserymen that they had been naughty, that they must do better, they must be purified, sanctified and saved, if they did not, they were going to be lost. He had been brought up to think that the nursery business was a respectable business, he had been a God fearing man, he had been looked up to in his community when any important questions were called up he was called in. He thought the nursery business was a good business. He wanted his boy to be a nurseryman; in fact, it would have broken his heart if his boy had talked about following any other business.

He went out of that room saddened. He felt that he had wasted his time in attending the National Nurserymen's Convention. None of his problems had been solved. Not a blame thing had come up that helped him a bit. They had not talked anything about propagation, transportation or legislation, but they had just taken up the time mostly with criticisms of nurserymen and their methods of doing business. He started out the door determined to go home and to give it up. Just on the outside he met one of the old guard, a practical level headed fellow that had been brought up in the game, a man that had learned it from the ground up and he had gathered around him a group of other men that had been attending conventions for years and they realized that it took about so much hot air and so much theory to keep the thing going. But this group were practical men and they had found out what the trouble was and they talked to him and advised him. They told him not to be discouraged because he had got poor stands one year, next year would be all right. That in any line of business we had our ups and downs, some years would be discouraging, but other years would be all right. After they had talked with him and advised him he went home with his head up, proud that he was a nurseryman, glad to greet his wife, tickled to death to come back, to go out into the nursery and to go into his office and take up the reins of business once more.

Now, in conclusion, I have a few words for the young men. I was a young man when I first attended these meetings. I am not such an old man yet, but I cannot class myself anymore with the young men. I want to say to you, young men, I represent an institution that has been in business fifty-three years and we are absolutely proud of the nursery business (applause). We know the nurserymen of this nation. We have mingled with men in all lines of business, we know them, we know nurserymen. There is no finer group of business men, there are no cleaner and better men in any line of business than are in the nursery business and you young men, don't you get discouraged about this talk in regard to nurserymen being a bad set. There is nothing to it.

Did you ever pick up your Chicago morning paper and find the whole front page calling attention to the crooked deals of some nurserymen? You never did. You never did and never will. Is there a man here that knows of a nurseryman, a real nurseryman, that is in the penitentiary? I do not. I never heard of a nurseryman going to the penitentiary. I have been in the greatest centers and communities of the United States and invariably the nurserymen were the most prominent men there in the community. They are leaders in the church, they are leaders in all educational matters, they are right in the front ranks and are for everything that is for the betterment of the community. I say that honestly and earnestly.

I was born in the nursery business and I tell you men, I am proud of the business. I want my boy to be a nurseryman. Nothing in this world will hurt me more than to have that boy go into some other line. I want him to follow me, the same as I followed my father. Don't you young men be discouraged. We have just scratched the surface in this great nursery game. I only wish that I was twenty years younger. I should like to be in the nursery business with you young fellows in the years to come.

Why, gentlemen, there is a wonderful future. Here is this vast western empire that has only just been touched. Hundreds of thousands of homes worth not a planting of ornamentals around them, thousands and tens of thousands of farmers going to town and buying their apples out of the store. There is a wonderful opportunity, a great opportunity.

I realize that there will be years that the nursery business will not be as good as it is now. We must have our lean years as well as our fat years, and we need the lean years, gentlemen, to take the conceit out of us, to teach us quite often, when we think we are in the champagne class, we really belong to the cider class, and we have good years ahead of us in the nursery business. Some items are going to be plentiful and cheap, we know that, but things look awfully good in this nursery business to me. I never had as much hope and enthusiasm and courage as I have now. I have not any grouch. I am not crossways. I can look every man in the eye and smile, because I know that the years to come are going to be good.

You talk today with business institutions all over this nation and they are in hard shape financially and thousands of concerns at the end of their business year are going to have a loss. Nurserymen have been making money, the nursery business is prosperous and while we all have our ups and downs, young men, there will be years when things will not be just as bright as they should be. The nursery business is a very good one to follow. Step in, and whenever you hear a man condemning your business, have the backbone and the snap and the manhood to stand up and defend it. If the business was good enough for your

old dad and your mother to slave in, long hours, long years, so that you might succeed, so that you might go ahead with the business already built up, for God's sake, stand up for it (applause). It is a grand and glorious business and there never was a time that I was as proud to be in this glorious old business as I am today. Gentlemen, I thank you. (Great applause.)

The President—We can all say Amen to that kind of a speech. It is what we like to hear.

Mr. Lindley—I move that we give Mr. Lake a rising vote of thanks.

The President—All in favor rise.

The motion was carried unanimously by a rising vote.

#### REPORT OF COMMITTEE ON NOMENCLATURE

To the President and Members:

As Secretary of the American Joint Committee on Horticultural Nomenclature your chairman is able to give the latest information as to the forthcoming Official Catalog of Standardized Plant Names.

As you know the actual work of producing the material for this catalog has been done by a subcommittee of three, Frederick Law Olmsted, chairman, Frederick V. Coville and Harlan P. Kelsey, ably assisted by officers of national organizations in all leading horticultural lines. In the mechanical and business end the sub-committee is working closely with J. Horace McFarland, chairman of the American Joint Committee, who is also doing the printing, which ensures the highest sort of typographical excellence and accuracy.

All the original preparation of manuscript is finished, and Dr. Coville, honorary member of the A. A. N. committee, is handling the preparation of final copy for the printer.

Over one-fourth of the work is now in type and a set of galley proof sheets up to number 65 is submitted herewith as a part of this report, together with the Fruit Name List printed as a separate. It is by far the most authentic, accurate and up-to-date list of fruit names ever published. This list, however, is being further revised as belated proofsheets come in.

No one, least of all your chairman, realized the size of the job we were undertaking; yet while everyone regrets the delay, I am sure that the finished product will be such as to fully warrant the extra time used in careful proofreading and revision.

This proofreading mostly is done by the sub-committee, for those nurserymen who received proofsheets threw up their hands when they saw what they were up against.

Last year the A. A. N. appropriated \$250.00 towards the expenses of the American Joint Committee, and advanced \$750.00 as a loan. In view of the unavoidable expenses continuing I believe the Association should again this year appropriate \$250.00.

So far 1095 copies have been subscribed for at the advance price of \$3.50 per copy, entirely in response to circulars sent out by the secretary, showing that with wide publicity the work will be a success in every way. The comments on the proofsheets by experts are highly commendatory.

The price is now \$5.00 per copy, and every effort should be made to run the sales up to several thousand copies.

Dr. Coville is devoting much time and labor to the final preparation of printer's copy, a work that can only be done by a single person of exceptional ability in that particular line. The Government's hearty co-operation has saved thousands of dollars expense to the American Joint Committee, and horticulturists everywhere should know and appreciate this.

The path trodden has been new and thorny and the obstacles unbelievably difficult, but we see daylight ahead and I believe that publication may certainly be looked for in a few months.

For the Committee,  
HARLAN P. KELSEY, *Chairman*,  
FREDERICK V. COVILLE,  
J. HORACE MCFARLAND.

#### FIRE AT THE THOMAS B. MEEHAN CO. NURSERIES

One of the large barns of the nurseries of the Thomas B. Meehan Co., Dresher, Pa., was struck by lightning and was burned to the ground on Saturday, July 1st. The contents were a total loss, including a large quantity of raffia and machinery stored in it. Mr. Meehan and family were attending convention and had not returned home when the fire occurred.

# The National Nurseryman

Established 1893 by C. L. YATES. Incorporated 1902

Published monthly by

THE NATIONAL NURSERYMAN PUBLISHING CO., Inc.  
Hatboro, Pa.

Editor .....ERNEST HEMMING, Flourtown, Pa.

The leading trade journal issued for Growers and Dealers in Nursery Stocks of all kinds. It circulates throughout the United States, Canada and Europe.

AWARDED THE GRAND PRIZE AT PARIS EXPOSITION, 1900

## SUBSCRIPTION RATES

One Year in Advance .....\$1.50  
Foreign Subscriptions, in advance .....\$2.00  
Six Months .....\$1.00

Advertising rates will be sent upon application. Advertisements should reach this office by the 20th of the month previous to the date of issue.

Payment in advance required for foreign advertisements. Drafts on New York or postal orders, instead of checks, are requested by the Business Manager, Hatboro, Pa.

Correspondence from all points and articles of interest to nurserymen and horticulturists are cordially solicited.

Photographs and news notes of interest to nurserymen should be addressed, Editor, Flourtown, Pa., and should be mailed to arrive not later than the 25th of the month.

Entered as second-class matter June 22, 1916, at the post office at Hatboro, Pennsylvania, under the Act of March 3, 1879.

Hatboro, Pa., July 1922

**THE CONVENTION** It is difficult to measure all the currents and cross currents that ebb and flow at a nurseryman's convention. The last several conventions were notable for the party feelings and antagonism of cliques or interests which almost culminated into a serious split the previous year.

If such feelings existed at Detroit, it must have been in committee meetings behind the closed doors and did not find expression in the convention hall or lobby. Good feeling, optimism and actual business in the way of booking orders were everywhere in evidence.

To those "who listened in" there was no interference to the measured tread of nurserymen all going in the same direction and bent on the same errand.

There were conflicting opinions of course, there would be no progress without them, but when put to a vote there was always unanimity in those measures affecting the good of the whole.

One of the youngest of nurserymen was elected to serve on the Executive Committee.

A nurseryman among those who have done monumental work for the association and the trade at large was elected vice president, as an appreciation of his work, indicating that reward for work done, is more work and responsibility, truly a fitting reward and in keeping with the true spirit of service.

The chairman of the Vigilance Committee, the most unenviable job it is possible to conceive, takes the leadership of the association as president.

"The Old Guard," that body of men who have given their brains and substance to the organization since its birth, were heard from in session, giving their advice and counsel.

The genial business capacity of the retiring president showed marked results at the convention in the affairs of the association. Government authorities, publishers, advertisers, all seemed to be moving with the American

Association of Nurserymen in the direction of co-operative effort for the good of the whole.

In those cases, showing laxity in their code of ethics that were brought to the attention of the association by the Vigilance Committee, the association as a body spoke in no uncertain terms, showing that while there would be mutual help and co-operation there would be no toleration of smart practice.

The post-war readjustment is taking place rapidly along lines that are sane and progressive. The convention was successful from all angles and indicates the many problems which confronted the association at the time of reorganization are fast ceasing to exist. Those who were unable to attend the convention missed a valuable inspiration and a good time.

## CARELESS HANDLING OF BUSINESS REPUTATION

It would be difficult to conceive a more careless handling of the reputation of an old-established nursery business than that meted out to the firm of J. G. Harrison & Sons, Berlin, Md., by Prof. J. G. Sanders, Director of Bureau of Plant Industry for the State of Pennsylvania and a contemporary trade journal.

Happily, those placed in a position of power and authority in the United States and State Departments of Agriculture usually realize the responsibilities of their positions and co-operate in every way with the nursery industry to foster and encourage it and at the same time protect the common weal.

They realize a business reputation is slowly and painfully built up and a tactless use of their power can damn it beyond recovery.

Professor Sanders ignored the fact of the American Association of Nurserymen with an active Vigilance Committee which investigates every violation of the law or breach of business ethics made against nurserymen brought to its notice, or else he has no faith in their intention to expose and purge the trade of rascals, preferring to be his own judge and jury, as to the equity of the charges made by a disgruntled customer against a nurseryman.

Possibly the professor was within his rights up to this point, but he would have shown a keener sense of the responsibility of his position if he had withheld publication of the charges he made against the Harrison Nursery Co., until the case had been brought before the National Trade Association and the Harrison Company had had an opportunity to be heard.

The premature publication of the charge against the Harrison Company of shipping diseased trees by a government official constitutes a conviction and penalty because the firm's business must necessarily suffer.

Professor Sanders also placed the association in an embarrassing position in not appearing at the hearing to corroborate the charges made by the purchaser of the trees.

Mr. Harrison was there with his trees and all the records and evidence relating to the transaction, but no one for the prosecution.

A nurseryman's reputation for fair dealing was evidently too insignificant a matter to warrant so much trouble.



According to the evidence brought out at the hearing, the charges had a very flimsy base, and had all the appearance of a customer purchasing goods and then using every pretext for not paying for them.

No nursery business, however high its standing for integrity, would care to have a dissatisfied customer's complaint published by a government official before they had an opportunity to be heard.

After all, we can understand overzealousness on the part of those having the enforcement of state laws and regulations; but we cannot understand a journal which so carelessly handles the reputations of those in the trade which it claims to be the "chief exponent."

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### AS I SEE IT

By M. T. NUTT

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That hearing of the Federal Horticultural Board stirred things up even if it proves nothing was accomplished. The Florist's Exchange apparently, has taken the matter very seriously to heart—as the champion, I assume, of the florists. Now I wonder really just how the florists, themselves, take "37". It is true they were ably represented by Mr. McHutchison, but when you get down to cases, just how much do the florists care whether "37" stands or falls?

A very prominent florist, one who in the past imported by the thousands, said in my hearing. "Certainly, there are some things we would like to import, and "37" hit us hard—but rather than have the door thrown wide open as it was in the past I would prefer "37" to stand as it is."

As to the nurserymen,—from what I can learn, they are pretty well satisfied with it as it stands providing a few modifications can be made. Just now they need Norway Maple in sizes up to say 6 to 8 feet. There is no stock of these grades in the country, and it will be several years before seedlings can be raised and grown to this size. If the F. H. B. would open up and allow those sizes entry for say two years, it would bridge over a very serious period.

There are a few other stocks which are desirable and necessary. European Beech, Birch, Japanese Maple, Magnolia, European Linden and perhaps a few other seedlings. There are no seedlings of these in this country and those who have attempted to grow the seedling of these plants have not succeeded. Perhaps in time they will be able to do it—but it is a fact that up to the present they have not "hit it." Unless these stocks may be imported for a few years, until at least we do learn how to grow them successfully, such fine plants as River's Blood Beech, Cutleaved Birch, Japanese Maples in variety, European and White leaved Lindens, Chinese Magnolias, Schwedler's Purple Maple will be a thing of the past and unfortunately so, as they are all beautiful trees and desirable in landscape work, and there is nothing to take their places.

It would seem that the F. H. B. should be able to handle the inspection of the comparatively few of these seedlings for which permits would be asked, and I imagine that if the nurserymen could get over these few

things they would be entirely satisfied.

I suggest to the F. H. B. that they give this idea consideration.

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The "Florist's Exchange" seems to have entered the field as a promoter of the destinies of the nurserymen's association. In an article headed "The Call to Battle" it rehearses the work done and undone by the National Association, and in the end, leaves the association in an unfortunate and most unenviable situation after "forty-six" years work. Apparently the nursery trade, unless a strong hand is forthcoming at the June Convention, is headed straight for the rocks of disaster. Too bad. Still, the "Exchange" apparently holds out some hope. It gives credit for some work done. Perhaps at the forthcoming convention we may see the light. Let us pray. Then again, perhaps the nurserymen feel they are in better position to guide their destinies than a florist. I wonder!

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Speaking of the program prepared for the National Convention, due credit should be given to that body of young nurserymen, known as the "Baby Ramblers," a committee of whom, headed by young "Bill Flemmer" had charge of its preparation.

It is well arranged and should give excellent results. It's a good thing to put responsibility on the shoulders of these young fellows. The day is coming when some of us older fellows must step down and out, and good, young, red blood must take our place. Experience, now, is good for them.

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Speaking of experience—I wonder if nurserymen realize the importance of putting some responsibility on the shoulders of their sons. Sometime since I visited a nurseryman who is quite a grower. I got in conversation with his son—quite a bright young fellow—and was surprised to have him ask me if I would give him a position in my nursery. He told me that he had been working for his father for several years and while he had worked at about every thing there was to be done in a nursery, he had advanced no further than any of the common workmen and he saw no future for himself if he remained. It seemed to me a most unfortunate situation and it was very apparent that if some of the responsibilities of the business had been turned over to the son he would have made good.

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### WE CAN SEE IT

We have been taken to task by the Florist's Exchange for daring to express an opinion contrary to theirs upon the Plant Conference, published in our June issue. It would have shown less bias if our esteemed contemporary had quoted the entire article along with its criticism.

Many creeds quote the Bible to prove their conflicting interpretations of it. So we are not surprised a Florist's Trade Paper misinterpreted our poor efforts to express an opinion on the Plant Conference. Our critic claims to be "from Missouri," perhaps forgetting what his countryman said when he first saw a giraffe—"There ain't no such animal." All the same if our critic had



been at Washington he could have gone to the zoo and proven the giraffe does exist also a Federal Horticulture Board, the latter strongly entrenched in the government of the United States which represents the majority of the people's will.

Doctor Marlatt showed wise statesmanship in arranging a hearing before Secretary Wallace and exposing the lack of cohesion and unity among horticultural interests, including the florists. He proved the objections to the ruling of the Horticultural Board where very largely of selfish nature and that even the florists and nurserymen were not of one mind upon Quarantine 37.

We can readily understand our critic saying, "We can't see it." Not having hindsight it is not to be wondered he did not have foresight enough to advise the conflicting interests to get together and present their objection to the Board's ruling as a unit. We hold no brief for the Horticultural Board, but we do recognize it as a firmly established department of the government, neither did we pass an opinion of the legality of the Board or the justice of its methods, nor did we get tangled up in our statements concerning it.

#### ADVERTISING

*Address by Major P. F. O'Keefe, Boston, Mass., at the Annual Meeting of the American Association of Nurserymen at Detroit, Mich., June 28, 1922.*

Mr. President, and members of the American Association of Nurserymen,—I certainly appreciate the introduction of Mr. Pyle, particularly that reference to my modesty. I do not think that the chairman, or the members of the society of American Florists, particularly the Publicity Committee, would agree with Mr. Pyle, because they think I am anything but modest.

I came in here late last night from Boston, just in time to be present at the close of the banquet, and to witness the enthusiasm over there at the Detroit Athletic Club, and I could not help but contrast it in my mind with my last attempt to visit this organization. Mr. Atkins suggested that I make a trip from Boston to New York, to attend a meeting of the American Association of Nurserymen at the City Club, New York, and talk to them on advertising, and I very willingly made the trip and when I got there, after waiting around and cooling my heels three-quarters of an hour in the lobby, Mr. Atkins came down and told me that they did not think they cared to hear from me. I hope you gentlemen will think, when I get through, that possibly I had something to say to them. Nevertheless, I am never discouraged by any such thing as that, because in my business, if I got everything that I went after the first time I went after it, everybody would be in the business and we would have more competition than we have today.

I was pleased to be at the meeting last night. There was certainly a feeling of friendliness and good cheer that was remarkable. As Mr. Powell has said we have been identified and associated with the florists' campaign from its inception, and I believe that I can say with all modesty, that we have been able to save them from some mistakes.

When I went to Cleveland, Ohio, in December, 1917, to talk to the publicity committee at Hotel Hollenden, they had practically decided on a slogan, which was, "Send Flowers, always a good idea." I immediately recognized, when I heard it, that this slogan commercially was not of much value, and I suggested the slogan "Say it with Flowers," and obtained the advertising.

We have gone along with the Florists at an appropriation so small that it is almost inconceivable. We have not spent in the four years we have been conducting the national advertising campaign for the Florists, One Hundred Thousand Dollars in the entire four years and Mr. Simmons, of the Simmons Hardware Company, St. Louis, told one of the members of the publicity committee at one time, that if he could get a slogan that would do as much for his business as the slogan "Say it with Flowers" has done for the Florist trade, that he would give a million dollars for it and I firmly believe the slogan "Say it with

Flowers" is worth a million dollars co-operatively, to the Florists of this country. There is not a man engaged in the business, whether grower, wholesaler or commission man, who will not tell you his business is from 25 per cent to 50 per cent more today than what it was before this national advertising campaign commenced, and in spite of the fact that we approached the campaign under very auspicious circumstances.

While the war was at its height, when people were curtailing every possible expense, when flowers were in the so-called luxury class, when the Fuel Administration at Washington was curtailing greenhouse fuel 50 per cent, in spite of all these adverse circumstances, the florists' business went ahead. I do not think any florist will deny that that was due to the advertising.

But there is a misconception in regard to the definition of advertising, about the word, advertising itself, and the advertising business. Now, I had palpitation of the heart this morning when I sat here and heard Mr. Lake describe the speakers that were going to follow here, that they come and talk to you and knock the nursery business and that they would tell you how to do business and that they might preach the millenium, and I made up my mind I was going to change my tack, and I tell you now I do not know a thing about the nursery business. I do know something about the advertising business, and if I did not, after 35 years, I ought to go into another line. I know a little about it, and I do not feel, gentlemen, any superior knowledge on any other subject. I should like to say something about the advertising business, because sometimes putting one thing with another, you will get a combination that will prove of value to all concerned.

Now, in regard to advertising, I do not think it is necessary for me to dwell at much length on advertising itself, because, while the business is comparatively new, while 30 or 25 years ago all the advertising successes that were made were made through newspaper advertising, while all the advertising successes that were made were made entirely by the patent medicine people, you can readily understand that the advertising business is still in its infancy and that it has tremendous possibilities. And when you consider that the successful manufacturer, the successful retailer, lays aside each year a certain proportion of the greatest volume of his business, all the way from 3 to 5 or 10 to 15 per cent, and that he lays aside that proportion as religiously as he does his apportion for electric light, for water, for rent, for health, for salaries, you can understand that no man who is making money and is going on from year to year successfully and making more money, more profit each year than he made the preceding years, is no fool and he is not throwing away his money.

Now, gentlemen, as I stated before, I do not know anything about the nursery business. I am glad that there are no nurserymen in the penitentiaries of this country, as Mr. Lake said, in some ways, but I am sorry in other ways, because I thought possibly if there were a few there, it might make the penitentiary more inviting and inculcate a love for the beautiful in the minds of the other inmates, so that they would want to stay outside and witness the beauties of nature in other environments. While I should like to see some of them there for that reason, I do not want to see anybody that is in this room there, and I think it is a good business to go into on account—it struck me—because it is a sure way of keeping out of the penitentiary.

Now, gentlemen, in regard to advertising, you know the story of the successes that have been made by large national advertisers. We are spending today \$250,000 for the Douglas Shoe People, Governor William L. Douglas, in the magazines. He spends a great deal more in the newspapers, but the magazine account is in our charge. You know the story of co-operative campaigns, the story of the California Fruit Growers, the story of the California Raisin Growers, where they were, a disorganized mass of farmers who tended their vines and waited, Micawber-like for something to turn up, until they found at the end of the season, they had a lot of stock, that the Orange Growers of California could not begin to dispose of their crop; how they came together under the heading of the California Fruit Growers' Association and organized in addition the California Raisin Growers' Association, the Fruit Growers' Exchange, which did all the marketing, and you know and I know how successful they have been.

We know the story of the California walnut growers, who, the first year when they had a crop, had a surplus of 40,000 pounds of walnuts, that they could not do anything with, and next year, before they got their plans under way, they had 100,000 pounds of walnuts that they did not know what to do with. People had been in the habit of buying walnuts at Christmas time and for the rest of the year they forgot all about it. They are going ahead today and they are selling all the walnuts

they can raise. Why? Because they have educated the consuming public to the necessity of buying walnuts. If that can be done in regard to fruit and walnuts, it seems to me you are very short sighted as business men if you do not wake up and see the possibilities there are before you. I am not saying that in any spirit of criticism, but because I am looking at it from another viewpoint.

You are engaged in a business that is a beautiful business, a business that makes better men, not only of you who are engaged in it, but the general public as well, but you are not getting the outlet that you should get. And you will not get it entirely, gentlemen, by sending to the newspapers and magazines articles describing the beauties of planting shrubs and trees and things like that. You must make the people desire what you are raising, and in that connection you are in the same category as any manufacturer. You may not think so, but you are manufacturing these things after a certain fashion, and despite the co-operation of the wholesalers, and despite any co-operation you get in your own trade, you must reach the consuming public.

Now, your advertising, in the first place, I will say that lots of these articles that you are getting, are very good, they are fine, and the work should be followed, but there is something else that you should do, and that is to go to the people who would be the best buyers of the goods that you are raising. I do not believe in stopping those reading articles, I think they are excellent and I think you met with remarkable success at almost no expense, practically nothing, but, gentlemen, you are advertising in publications, when you do it, at least it has been in publications like "Country Life," "Country Gentleman" and the "Garden Magazine" and things like that, where the readers know all about your product. You do not go out and try to interest people who are not thinking of it. You do not go to the Chambers of Commerce, as you should, who are engaged in making their respective cities more beautiful, as the city of Grand Rapids did, in offering prizes for window boxes; you do not go to the factories that want to hide the unsightly portions of the plant with shrubs and vines. You do not tie up to the city plan men, city beautiful men, I do not know, but from what I know of the situation, I do not know that you have been tied up with the Forestry movement. You do not try to set up competition between cities, as competition now exists between Portland and Tacoma. You do not take advantage of the fact that in Massachusetts 100,000 acres are going to be planted to white pine, and the same thing in other places. You do not take advantage of the fact that all over the country a million farm wood lots are not planted to the material that you could raise.

I do not think you realize sufficiently that in view of the embargo that exists, that more stuff is going to be planted in this country, and that you are going to have more competition. Gentlemen, advertising will not do those things alone. While we have only spent \$100,000 in the national advertising campaign of the Florists, we blanketed the country, we created an atmosphere, a desire on the part of the consumer and after all, without the appeal somewhere to the man who buys your trees and shrubs, your flowers and plants and things like that, without his desire and his purpose, all the wholesalers, retailers, commission men and everybody else engaged in any line of business, could not do much. They might for a while. We must go to these people and get hold of them. There are over a hundred million people in this country, lots of people to appeal to. People are thinking more and more of the finer things; people are thinking of window boxes, more of homes, of their playgrounds today than ever before. There are possibilities there.

The California Fruit Growers' Association not only advertise in the magazines, but they go around to the retail dealer and get him to do more advertising, and Mr. Ammon, who is going to talk to you this morning, who is something of a statistician, will tell you the florists of this country have spent two and a half to three million dollars locally in different places, to back up the national campaign, and cash in on it, because they want to be identified with the slogan.

Now, gentlemen, you may say my business is different from anything else. That it what we all think. We in our business think the same thing, but it is not, it is all a case of buying and selling, and the best definition I know of, of the word "advertising" is one that I like to quote, which is that advertising is the application of common sense to the solution of a selling problem. That applies to all kinds of business, and you have those possibilities, you have those opportunities.

We, the advertising agency business, do not pretend to know everything about every line of business that we are advertising, but we find out all that we can. We make investigations, we know the medium, we know the clientele of those

mediums. We know conditions. We know that 40 per cent of the people in ten states in this country are illiterate, a great many do not speak the English language. We have to know the wage conditions, the industrial conditions, we have to study all that, you have not time to do it. If you had appendicitis and your appendix should be removed, you would not try to remove it yourself, but you would go to a man who made a study of that particular thing, and he would remove it for you. The same way with a lawyer. Why is it not common sense to go to an organization that has made a study of selling? If you have something to sell and the people want it, and it is only brought before them in the proper way, to my mind, gentlemen, it is very logical that you should advertise, but you should advertise in the right way, and I do not think you are ready for it now, that is, not when you talk about nursery advertising.

I think, first of all, there should be an organization perfected that would look into the matter, that would see its possibilities, that would increase your membership, so that instead of 324, as you have, you would have 1500 members in this association; you would get them not only to be interested in the national campaign, but would show them how to do more business locally, so that you would get them tied up with national advertising and interested in every local civic association, which is so very easy to do, but I do not know, as far as I can understand, that much of that is being done.

We have to study mediums. There are 2,300 publications today. We have got to know what the clientele of the New York Evening World is, what the papers in Oshkosh are doing, we have got to know what the Boston Transcript clientele is. Every time we take a medium that we should not take, we lose that much money for our clients, and it is our study of the proper selling, proper illustration to use that makes us of value to men in your business or any other line of business. Most people think that an advertising man—some advertising men like to have the claim made for them—they think an advertising man is a wonderful genius, with a special gift. All he needs to do is to sit down, dip his pen in ink and dash off some sort of brilliant thought that will electrify the world and bring a stream of customers to the business advertised. There are other people that think they can do advertising by simply putting it into the hands of an advertising man and leaving it there. The truth is that neither of these propositions is correct. Advertising is not merely advertising, not merely manufacturing, writing clever copy for distribution, but it is all these and in addition it is knowing all that you possibly can know of the articles, of the things that you are called upon to advertise, and by every means of ingenuity and stretch of imagination bringing those forces together and then bringing about what you are striving for and that is the sale.

But we do not stop there. I know of concerns that are advertising today, they will pay 50c to \$1.00 for the initial purchase and for an article, because they know the article is all that is claimed for it, they know that they are honest in their claim. That is simply an introduction. They think if they can make the initial sale that will create the buying and that creates good will. Do you think for a minute that if the Ivory Soap factory burned down tonight, that Ivory Soap would go out of business, or Lux, or Regal Shoes? No, the fire would be forgotten, the goods would sell just the same. People do not know about it, and why? Because the advertising has built up good will, it has built up prestige, the goods are all that is claimed for them, and if they are not, a man throws away every cent that he spends for advertising, if he is not truthful, he will not last.

I know a case of a patent medicine that had a very successful year the first year. They spent something like \$400,000, and at the end of the year they had distributed the article, at the end of the year they were \$300 behind, after paying all the money for advertising and other cost involved in the putting out of the article. That article was not what was claimed for it, it did not do the work and the people stopped after using one bottle, and that money was thrown away. Suppose it was everything that was claimed for it, that it was what they advertised, people would have gone on buying it, and they would have built up a business.

Gentlemen, it is unwise to go into advertising unless you go in to continue. You have got to have nerve to make the plunge. If you do not, it is unwise to go in. You know where we have a great many things that are familiar to you and me, that were familiar to us when we were young; Soapine, Vegetins, Pearline, and I could go down the line and name hundreds of articles that everybody was talking about, that were on the tip of everybody's tongue. You do not hear very much about them today. Why? They thought they could stop advertising. Well, gentlemen, the public needs to be reminded as well as informed. The

public wants to know about your goods, the people are on the lookout constantly for new things.

Now, gentlemen, your chairman has told me to be very brief, but I think that at this convention, if nothing else is done, nothing during its session at Detroit but to think over this matter of selling, let us not call it advertising, this matter of merchandising, of disposing of our goods at a reasonable price, of disposing of more goods, let us not look at this advertising as something that is going to waste a lot of money. It will not do it if it is handled judiciously, but you gentlemen cannot handle it because you have not got the time, you have got to turn it over and get somebody to co-operate with you who has the time and does nothing else, who knows how to do it.

Mere insertion of one notice in newspaper or billboard is only one step. In our accounts we handle colt revolvers, automatic pistols, Boynton heating systems, and I could go on down the line, 15 to 20 accounts, and the mere insertion of advertising in those accounts is merely an incident. We find, in addition to educating the consumer, that we have to educate the dealer, we have to tell him about our goods, otherwise how would the retail clerk in the store know about the goods. Do you know the people go to the retail clerk to ask about things, and I believe there are many additional channels of distribution that you have not yet found. We may know how to educate them up, how would he know the details unless you educate him, and so we do what we can to send out information. We tell them how much we are spending to bring people into his store, and if they come into the drug store to buy a hot water bottle, or something like that, they will perhaps buy shaving soap, or dental floss. And so we merchandise advertising, and we know how to do it, from our experience.

It is all right, you people have been going ahead and I am not criticising, but I am going to tell you a fact: You go ahead and you think you bring a nice catalog and it is well written and all that. Now, you may sell some people who know, but of the hundred thousand people in this country that will get it, most of them do not understand Latin and when you sell some shrub that is known by the name of *Spirits Frumenti* (laughter) some are going to ask what you mean by *Spirits Frumenti*. Gentlemen, you have got to get right down and talk to the people. You have got to talk to the man who is building a little house, who is going to take only a few trees and shrubs, or flowers. When you multiply that man by two or three millions, you are going to build up some volume of business.

As far as your organization goes, from what I know of it, and I have looked into it somewhat during my connection with the florist advertising, you have a wonderful organization here, but you are missing a great bet and a great opportunity by not getting more members in and thereby helping each other. They will say, as they say in every organization, "Well, what do I get out of it?" A man gets out of an organization—and I have been a member of a great many myself—a man gets out of an organization just what he puts into it, and probably he gets a little more than he puts into it, but the fellow that goes along only for what he is getting out of it is overlooking the fact that if he got everybody working with him, and in union there is strength, "United we stand, Divided we fall;" it is going to create more business generally, and his share is going to be proportionately larger. But you members sitting in this room should have no hesitation in going out and getting four or five new men into the business, because you can readily show them that this organization is going forward, that this business is going to grow, going to increase, and that they will benefit themselves if they all come into the association, that they will be well repaid for every man that they get into the association.

I could go on and talk for an hour and a half more, but the chairman has asked me to be brief, and I will cover the ground in a few words by recalling again to your mind the fact that advertising is a proven force. If advertising is judiciously handled by competent people, who know where to get buyers, it will make sales, and whether you are selling a tree, or a shrub, or a plant, or an automobile or a bi-plane, you have to go to the people who are prospective customers. Now, advertising will do that. Take any one of you men who are doing a big business, who have agents, and suppose you could multiply your sales force by a hundred thousand, it stands to reason that you could sell more goods. Well, you cannot do it, because your expenses are so great, but, gentlemen, it is reasonable to say that an advertising which reaches all the people all the time is doing the work of thousands of salesmen and it is a quicker way to do it. It is a more efficient way to do it. Instead of having one or two, or three or four or fifty or one hundred salesmen, we have a chance to get thousands of salesmen and you get it through advertising.

Do you stop to consider that allowing five persons to every

farm in this country, there are over 20,000,000 farmers, and if you spend \$2000 a year advertising, merchandising or publicity, that you would spend only about \$200,000 a year? Look at the case of Mr. Wrigley, starting out with a capital of \$32, never put another cent into the business. He tried home advertising and selling, he sold baking powder, he dropped it; he gave away premiums, dropped it; gave away chewing gum premiums, and got into the business, and I understand his business runs into \$36,000,000 a year. Now you know of the success and I know and a great many more of the Waterman Fountain Pen. He started in New York, borrowed \$62.50 from the advertising agent, but, gentlemen, they grew; they did not start throwing their money away, throwing it in blindly; they went about it scientifically, as you do in your business. There is no gamble about it at all, it is an assured force, it is a force that will enable you to grow more things, it will enable you to sell what you grow.

People are anxious to get things that are beautiful; you men have it. We have proven it in the case of flowers. We can prove it in your case, and I am not talking as an individual about some advertising man. Then when you go to chambers of commerce, when you inaugurate competition between cities for the city beautiful, for parks, for more trees, instead of the insane idea of naming streets in cities for the poor boys lost in the war, planting 20,000 trees that were planted, there ought to be more. What will perpetuate their memory, what will do it better, what will be more appropriate than the planting of a tree in memory of those boys? Gentlemen, you have wonderful opportunities but you are so engrossed in your business, which does naturally take much of your time, that, like me and my business, or the man running a store at the next corner, we do not stop to think, we do not have time to think of the possibilities and opportunities that confront us. And so, I say, gentlemen, if you do not do another thing at this convention for the rest of the time, forget me personally, but let me call to your attention as strongly and as forcibly as I can, the opportunity that you have.

Organize a publicity committee today, not just good fellows, and I do not know who your publicity committee is at the present time, but men of initiative, men of enthusiasm, successful men make up a committee of five, not more and probably not less. Let them get together, make those men realize that they will give some of their time to this movement, to the investigation of the opportunities, to the possibilities that they will be doing something for the nursery business that will be a monument to their memory, not only as long as they live, but forever, because they will give you a chance to grow more, to sell more, to make more and to do more for the public, for the people and for the United States. (Applause.)

President Lindley—I left a call for half past six this morning and I got up and wrote this: The first sentence is "Difference, Prominent—conspicuous." I figured that there has been a lot said about the traffic cop. He is the most conspicuous, but he is not the most prominent person in the block. While I am not so big as Mike, I hope to measure up with Mike.

I hope to be a doer, rather than a sayer.

Hill and Sizemore desire to say it with interest, 8 per cent. Mike has left me a fine balance to work with. Which kind of interest do you desire? If I interpret the wish of the association, it is to get a national interest in our industry.

You cannot make bricks without machinery and machinery has to be managed with money. The next thing, I desire to be conservative. Then I have this:

Bite off more than you can chew,

Then chew it.

Plan for more than you can do,

Then do it.

## THE NEW OFFICERS

The officers elected by the American Association of Nurserymen to serve for the ensuing year are:

President—Paul C. Lindley, Pomona, North Carolina.

Vice President—Harlan P. Kelsey, Salem, Mass.

Treasurer—J. W. Hill, Des Moines, Iowa.

Secretary and Traffic Manager—Chas. Sizemore, Louisiana, Mo.





PAUL C. LINDLEY, POMONA, N. C.

*The Newly-elected President of the American Association of Nurserymen*

#### REPORT MARKET DEVELOPMENT COMMITTEE

*By F. F. Rockwell, Chairman, to the American Association of Nurserymen, Detroit, June, 1922*

The instructions given to your Market Development Committee a year ago at this time, were brief:

"Get the most publicity you can for the least money"—with the emphasis on the "least money."

It was pointed out to us that production in this fair country of ours has been given a great impetus in the last two or three years, that there would soon be some additional millions of dollars' worth of nursery stock to sell, and that it would be a splendid thing to go out and create a market for it, for which purpose \$4,000 was placed at our disposal—provided we would not spend all of it.

Well, we haven't spent it all.

But it does not give us so much pleasure to report that fact, as to be able to report that we have attained a very satisfactory measure of success in inducing many people to join in making "America More Beautiful and More Truthful" by giving them the inspiration to "Plan to Plant another Tree," as our good friend, Jim Young, of Aurora, has so well put it.

#### *Building the List of Mediums*

The basis for any publicity must be the mediums through which it is to be distributed.

We have, to start with, a list of a few hundred newspapers which had previously been used in market development work.

This list was rather out of date, and was not at all evenly distributed over the country. Our first task was to both increase and improve it.

In this work, we must confess, we met with unexpected difficulty and delay. It would seem reasonable to expect that any nurseryman would at least take time to send in a list of ten or twelve newspapers in his selling territory, when he understood that the Market Development Committee would supply these papers with the publicity articles without any expense or trouble on his part.

It proved, however, to be like drawing teeth to get these lists. Repeated letters, articles in the trade papers and entreaties and in the "Booster" covering a period of many weeks, were necessary to get even a fair response and with all our effort, it was not until after the Kansas City convention, that you men, including some of the biggest firms in the country, really "came across" with the lists we so badly needed. We now have lists of over 4000 newspapers, fairly evenly distributed over the entire country. There is the solid foundation of which our Market

Development work is being built and which if properly cultivated, should be worth tens of thousands dollars to the members of the association during the next few years.

#### *Preparing the Material*

The next step in developing our market is to provide the right kind of ammunition for our batteries. It is comparatively easy to get material published. It is much more difficult to get material published which will stimulate action on the part of the reader after it is published. Mere bits of planting information will not do that.

Every article should be prepared with three things in mind: First—to attract the reader's attention, so that he will be lead on to read it; second—to give him (or her) real information—even nurserymen can't get something for nothing—though they often get nothing for something; third, the "story" should create a *definite desire* on the part of the reader: it should leave him with the mental resolution that sooner or later, he will possess himself of the tree, plant or flower described.

When that is accomplished that reader is "SOLD," and once he is sold, sooner or later he will BUY. It may not be at that moment, it may not be until next Fall or next Spring: the next time a nursery agent stops, or a catalogue arrives, to find him in a *receptive* and not in an indifferent and an antagonistic frame of mind.

#### *Setting Distribution*

After you have got your mediums and prepared your material, the next step is to get the mediums to use the material—to "get it across" as the phrase is.

This is something of a business or an art, in itself, just as is the production of "preferred" nursery stock, or the growing of 12" one year Toppenish Norway Maples.

The newspapers are so used to having the attempt made to "put something over" on them that they are suspicious of all free material, whether it is of real interest and value to their readers or not.

For the purpose of getting distribution for our publicity material, we have used "The National Planting Service"

(Show letterhead: Read letter)

Someone has remarked that the purpose of the "National Planting Service" is to "Make America More Beautiful and the Nursery Business More Fruitful." We admit it, and if there is anyone in the room who has any objection to either of these two most worthy aims, we would like to hear from him.

In send out our material under the heading of the National Planting Service rather than by the "Market Development Committee" of the American Association of Nurserymen we are not camouflaging our work, we are merely putting our goods up in an attractive package. You may succeed for the moment in "putting something over" in the way of publicity, but unless you have the goods to deliver your efforts will prove futile. The attractive package may help to make the *first* sale, but it can never get a repeat order.

Our experience in this year's Market Development work shows that the press is ready as never before, to use material on gardening. Many of the largest papers in the country have used everything that has been sent out by the National Planting Service.

The papers that have been using the Market Development articles have an average circulation over 5000. The articles have been sent to over 4000 papers. Assuming that only 25% of them have been used, that would mean an average circulation of 5,000,000 for each article, or of about 125,000,000 for the series.

Some of you may think that our estimate of the actual use of the article is high. We do not believe so, but there is no way of positively checking it up; we have done what we could in that direction. At the beginning of the year's work we sent out this post card to the 1500 papers then on our lists. Here are some of the replies. They amounted to over 20%.

At the end of the campaign we sent out another letter (read letter). This letter went to the entire list. Out of the replies received to this letter, — % have said that they would like to receive the articles again next year, and have used the articles already sent out.

Even if these returns are very heavily discounted, we believe that the American Association of Nurserymen is getting the most economical business building publicity that we know of in the country. We think that any of you who may be familiar with the game will grant this to be a fact.

#### *The Cost*

The Market Development Committee has spent on this year's work, in round figures, considerably less than \$4000. This, however, includes the expense of running advertisements in the trade papers for the purpose of getting new members for the National Association, and also are getting out the Booster. These



PEARS, Standard and Dwarf.

RASPBERRIES, Plum Farmer, transplanted.

NORWAY and SUGAR MAPLE, Sizes 1½ to 2½ in.

SUGAR MAPLE, 5 to 7 feet, once transplanted, for lining out.

EUROPEAN SYCAMORE—Several fine blocks.

PIN OAK and RED OAK—Sizes 6 to 12 feet.



### EVERGREENS

RETINOSPORA Pieifera Aurea, Plumosa and Squarrosa. Sizes up to four feet.

NORWAY SPRUCE—Sizes up to 6 feet.

AMERICAN ARBOR VITAE—Fine block 3 to 5 ft.

*Good supply of many leading varieties of shrubs.*

**W. B. COLE**

Painesville, - - - Ohio.

# RAFFIA

Dependable Brands

RED STAR XX SUPERIOR  
AA WEST COAST ARROW

Bale Lots or Less

## LILY BULBS

AURATUM RUBRUM  
MAGNIFICUM GIGANTEUM

All Hardy Varieties in Case Lots, 8-9", 200 per Case; 11", 150 Per Case

## BAMBOO CANES

NATURAL, 5-12 ft. Japanese or Domestic  
DYED GREEN in 18" to 4 ft. sizes

Bale Lots Only

FRENCH FRUIT and ROSE STOCKS  
PALM SEEDS

ROSA MULTIFLORA JAPONICA SEEDS

*Write for Prices, Specifically Stating Your Requirements*

**McHUTCHISON & CO.**

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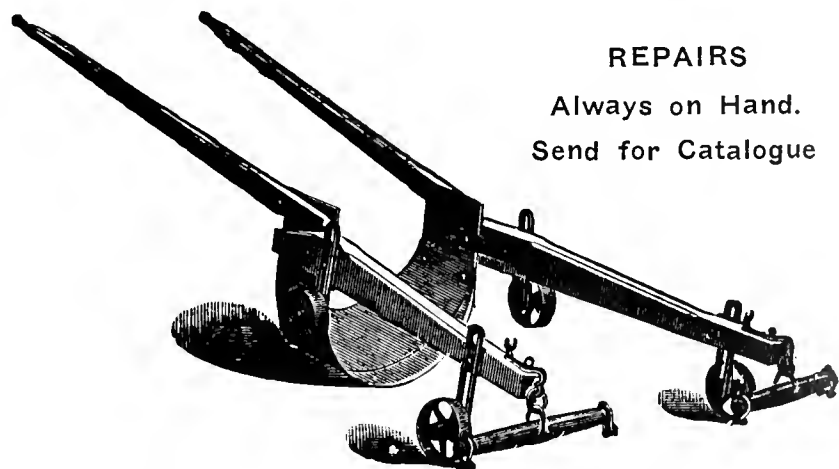
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1922

## BRAGG'S

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## TREE DIGGER



REPAIRS

Always on Hand.  
Send for Catalogue

Digger gets All the Roots at the rate of Twenty to Forty Thousand trees per day, and only needs same power as plow

**L. G. BRAGG & CO.**

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## NURSERY SPADES

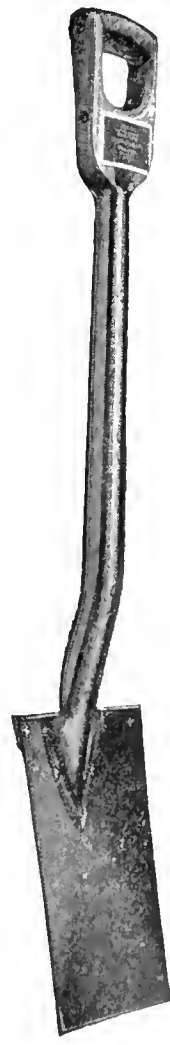
EXTRA LONG STRAPS  
and

REINFORCED AT  
BEND OF HANDLE

also where

STRAP IS WELDED  
TO BLADE

*Made in Either Square  
or Round Point*



**T. ROWLAND'S SONS, INC.**

Cheltenham -:- Penna.

items had nothing to do with market development work, deducting them, the total expense for market development activity has been less than \$3500.

#### REPORT OF COMMITTEE IN NURSERY TRAINING

Your Committee on Courses in Nursery Training in agricultural colleges respectfully reports that the Massachusetts Agricultural College at Amherst has provided a short term course which was in operation last winter. A detailed report on this will be given by Mr. Richard M. Wyman at this convention.

The University of Illinois has announced that it will provide a four-year course for nursery training, commencing in September, 1922, under the direction of Prof. J. C. Blair. It has been suggested by Prof Blair that a great aid in promoting the work would be a formal action in the form of a resolution by the American Association of Nurserymen, endorsing the course referred to and promising co-operation in the matter of recommending the course to prospective students.

All applications for this course should be addressed to Prof. J. C. Blair, University of Illinois, Urbana, Ill.

The New York State College of Agriculture at Cornell University is willing to provide a four-year course and add two specialists on insects and fungus diseases of trees and shrubs, as soon as funds are made available by the New York Legislature.

The New York Nurserymen's Association should get the appropriation for this.

There should be courses in the Southern and Pacific States and we recommend this to the attention of the State Association in these States.

We also recommend that the colleges make arrangements so that students can take courses in one or more colleges and so may travel and work in various parts of the country. This will give them a broader view of nurserymen's duties and opportunities.

ALVIN E. NELSON, Chairman,  
HENRY HICKS,  
THEO. F. BORST,  
RALPH T. OLCOTT.

#### PROGRESS OF NURSERY STOCK INVESTIGATIONS BY U. S. DEPARTMENT OF AGRICULTURE—1922.

By L. B. Scott.

*Read at the Annual Meeting of the American Association of Nurserymen, Detroit, Mich., June, 1922.*

Mr. Chairman, Members of the American Association of Nurserymen, Ladies and Gentlemen:

I am very glad of this opportunity of meeting with you today. I had the pleasure of addressing your Chicago meeting a year ago and outlined briefly some of the things we were attempting to do in the Nursery Stock Investigations project. I therefore am very glad to be with you today and report on our progress up to date.

Two years ago an appropriation of \$20,000 for nursery stock investigations was secured for the U. S. Department of Agriculture. The project is administered by the Bureau of Plant Industry through the Office of Horticultural and Pomological Investigations. Dr. L. C. Corbett, who is in charge of this office has just addressed you on the general work of the office. I was brought back into the Department the fore part of February, 1921, after a year's absence in commercial work, and placed in charge of the nursery stock investigations. Associated with me in the nursery stock work is Mr. G. E. Yerkes, a graduate of the Kansas Agricultural College, who has had a number of years' nursery experience in Kansas and Oklahoma and who is in direct charge of all our propagation.

Mr. Charles Swingle, who is also a graduate of the Kansas Agricultural College and has had several years' nursery experience in California is another member of our staff; and with us this year in a temporary capacity, is Mr. M. L. Hancock, who has also had several years' nursery experience, and when he leaves us, expects to take charge of the propagation work for the College of Agriculture of the University of Nanking, Nanking, China.

Mr. Stanley Johnston, a graduate of the Michigan Agricultural College, who is superintendent of the branch station of the Michigan Agricultural Experiment Station, at South Haven, has charge of the nursery stock work at that place.

The appropriation of \$20,000 secured two years ago was repeated in the bill for the present fiscal year and also for the fiscal year beginning July 1. With such a small appropriation, it has been necessary for us to plan our work very carefully, and in fact as I have said publicly several times, to operate as

a small nurseryman and a very small one at that.

Our experimental work this year has been carried on at three places, Bell, Maryland; South Haven, Mich.; and at Diamond Springs, Va.

At Bell, where this year the bulk of our work has been developed, we have 6½ acres leased for nursery stock work. About 4 acres this year are actually planted.

At South Haven, our work is carried on cooperatively with the Michigan Agricultural Experiment Station. We are only using a half acre of ground at South Haven this year, but hope another season to extend our work there.

At Diamond Springs, our work is carried on on land belonging to the Virginia Truck Experiment Station.

With work being carried on in at least three locations where soil conditions and climatic conditions are very different, we are able to secure a good check on our work and also to find out whether methods which seem applicable in one section can be utilized more or less generally.

In May of this year a number of nurserymen attended a conference with the Federal Horticultural Board at Washington, and while there, your President, Mr. Cashman, and some seven or eight other leading nurserymen who were there, visited our experimental nursery at Bell. Those men were all practical nurserymen and their expression of approval and appreciation of the way we were developing the nursery stock work, personally, meant a great deal to me.

Our three main sub-projects can be grouped as follows:

- (1) The raising of fruit-tree seedlings;
- (2) The vegetative propagation of fruit-tree stocks;
- (3) A comprehensive study of a number of common and several promising new rose stocks.

While apple and pear seedlings have been raised in the Kaw valley of Kansas for many years, and while several millions of seedlings are annually shipped from that locality, in talking with nurserymen in different parts of the country, it was found that there was a wide range of opinion regarding Kansas-grown seedlings. Some preferred the Kansas grown, while others preferred the imported.

In order to secure some definite information for ourselves, we purchased one-year-old apple seedlings a year ago from a number of different sources and lined them out in our nursery at Bell. As a result of one year's observation, it was our opinion that the seedlings which made the best growth were (1) American-grown seedlings from American seed; (2) imported French seedlings; and (3) American-grown seedlings from French seed.

We are continuing our observations on these seedlings in comparative blocks for another year at Bell, and in addition have taken a few hundred trees of each of three different lots of seedlings for a further test. These seedlings were grown at Hamburg, Iowa, in 1920, and include (1) seedlings from Vermont seeds; (2) seedlings from Minnesota seeds; and (3) seedlings from French seeds. These seedlings were in the general study block at Bell in 1921 and were lined out again this year for further study and budded the last of May to the following varieties: Northern Spy, Baldwin, Staymen, Jonathan and Winesap. The behavior of these from year to year will be noted.

From our work up to date, we believe that good apple seedlings can be raised in this country, but we also believe a better seedling can be raised from American seed than from imported French seed.

Is there any difference in seedlings raised from our named American apple varieties? The answer is there is a marked difference. For two years we have had an absolute failure in getting a stand of seedlings from seeds of Baldwin. Seeds of McIntosh on the other hand produce strong, vigorous seedlings. Seedlings of Tolman were particularly outstanding last year and gave us a high percentage of clean straight roots.

Should we find that the seedlings of some one variety seem particularly outstanding, after a series of years and seem desirable to use as stocks, will it be practicable for the American apple seedling grower to secure that seed in sufficient quantities and at a price so that he can handle his seedlings at a fair profit? I am very frank in saying that we are quite skeptical on this point. In addition to this fact, I believe it is commonly recognized that there is a great variation in individual seedling root stocks. This is particularly emphasized in the work of Prof. F. C. Reimer of the Southern Oregon Experiment Station, at Talent, Ore., with *Pyrus ursuriensis* and *Pyrus calleryana*, two Chinese species which seem to offer unusual possibilities as blight-resistant stocks for pears. He has found, however, a marked variation in the resistance of individual seedlings of these species to blight. Because of this variation in individual seedlings which might be manifested either in disease resis-



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Try it—  
You'll Be  
Convinced

The WILLARD MULTITOOl is a most practical scientific hand implement built for seed growers, florists, farmers and gardeners—combining efficiently ease of manipulation and a wide range of adaptability with light weight, strength and durability.

The WILLARD MULTITOOl is very popular with Women Gardeners.

The astounding growing popularity of the WILLARD MULTITOOl assures you quick turnover, satisfied customers, and excellent profits.

It is constructed according to your policies and will strengthen the Good Will of your customers.

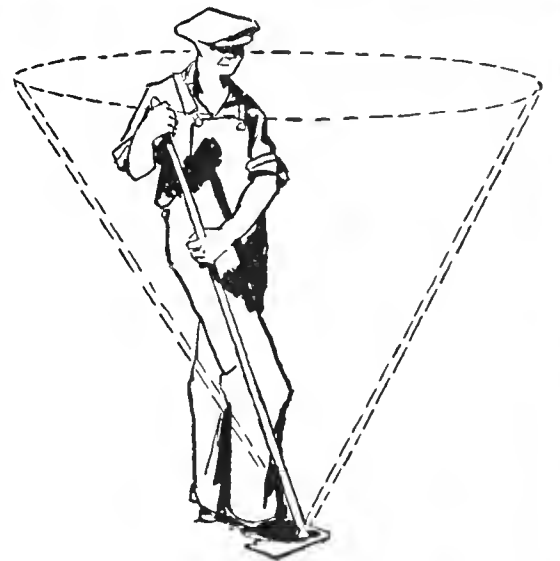
Backed by a company who will enable you to give your customers a Five Day Free Trial and Money Back Satisfaction guarantee.

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Distributors  
Wanted.  
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Discounts





tance, difference in development of root systems, or in some other character, it seemed advisable for us to give very serious attention to the possibility of propagating fruit tree stocks vegetatively.

Before I discuss this part of our work which is one of the most interesting phases of our nursery stock investigations, I want to emphasize that this work is still in the experimental stage, but the results we are obtaining are very promising.

The propagation of apple varieties by hardwood cuttings has been attempted a number of times with indifferent success. The propagation of many fruit stocks by softwood cuttings is for some classes of plants not only possible, but probably commercially practical, the objection being that it requires some special equipment and more or less controlled conditions.

Layering is another possibility, but offers the objection of being a rather slow way and more or less expensive. In all of these operations the method of attack has been to start with a part of the plant which normally grows above the ground and induce it to send out roots. We have simply reversed this method and taken the part which is below the ground, that is a root cutting, and allowed it to send out shoots from adventitious buds and at the same time develop roots. Our method is probably best described as a combination of root cuttings and mound layering. It was first tried by us last year at Bell, Md., and in a much more intensive way at Bell, South Haven and Diamond Springs this year.

A brief description of the way we handled a lot of 5000 Yakima seedlings may serve to illustrate just what I mean. From these 5000 seedlings about 50,000 plants have been secured from root cuttings and the 5000 seedlings were also retained with sufficient roots so they could be planted out. Cuttings were made of the tap roots and also from the side roots. These cuttings were graded according to position. First the side roots were stripped and tied into bundles, probably 100 roots to a bundle. The tap roots were tied into bundles of 25 to 50. The root cuttings were made with pruning shears, on the tap roots using large two-handled shears. One man held the bundles, while a second man did the cutting. The cuttings were made about three inches in length and were stored separately. The following sizes were made: 1st cut tap root, 2nd cut tap root, and 3rd cut tap root, and 1st, 2nd and 3rd cut side roots. Each cut was kept separate and stored in flats covered with moist sawdust and buried in the ground to a depth of about three feet. The cuttings were made the last of January and fore part of February and were planted in the open at Diamond Springs about March 25; at Bell, from March 20th to April 15, and at South Haven as late as April 21st. They were planted in a vertical position in nursery rows, 4 feet apart, spaced at a distance of one to two inches in the row and buried to a depth of about an inch. Buds started to form and shoots appeared above the ground in three weeks' time. In most cases two to three shoots formed on each cutting and in some cases as many as ten. As the shoots developed, earth was hilled up around the plants and roots formed on the new growth. At Diamond Springs these shoots have made a growth large enough so that they can be budded now, while at Bell and South Haven, they can be budded later. From one row of apple root cuttings of 1st cut tap roots 50 feet in length I counted 789 shoots. Many of these shoots had started to develop roots and the rooted plants could be taken off this fall. From a similar row of 2nd cut tap roots I counted 619 shoots; from a row of 3rd cuts 316, and from a row of 1st cut side, 295 shoots. The latter may not be large enough to bud this season, but will give rooted plants which can be lined out next spring. The original root cuttings are allowed to remain in the ground as we find the second year they send out even stronger shoots than the first year. Just how many years this process can go on without renewing the original stock is something we still have to find out. One great advantage of this method of raising stocks is that hand work is practically over by the middle of June and after that only horse cultivation is necessary. With seedlings, however, several hand weedings, as well as hand cultivation will be made during July and August. By allowing the original root cuttings to remain in place, no planting is necessary the second and probably the third or fourth season. Judged from the financial angle stocks can be raised in this way at relatively little expense, but the important significance of this method is that it offers a practical way of multiplying any individual tree that has outstanding characteristics that make it of value for stock purposes. The method applies not only to apple stocks, but also has proven equally as efficient a means of propagating *Pyrus usuriensis*, *P. calleryana*, *Myrobalan*, *St. Julien*, *Mazzard*, *Almond*, and *Sour Orange*. The only common fruit-tree stocks which we have not been able to handle in a satisfactory way by this method are peach and Mahaleb. With Mahaleb we get

a satisfactory growth from the 1st cut on the tap root, but the other cuts did not start well.

Our next thought was, if stocks can be propagated in this way, why not direct propagation of the varieties themselves? With apples, we are now experimenting with the possibility of propagating more than 60 varieties by root cuttings. We have found that with practically all varieties roots develop above the graft union. With many of our common varieties, like Northern Spy, Baldwin, Gano, Smokehouse, and a number of others, about 50% of the trees develop their own roots above the union. Cuttings can be made from these roots and varieties actually propagated by root cuttings. We are giving a great deal of time and study to this method of direct propagation and it is possible that our report another year may be devoted almost exclusively to this phase of our work.

The subproject which deals with roses probably takes as much time and thought as any part of our work. As with every other phase of nursery activity, there are almost as many ideas regarding the best stocks for roses as there are men handling them. In our rose stock experiment we are using stocks now in use commercially, namely Manetti, canina, Seven Sisters, Madame Plantier, Wax Rose, Ragged Robbin, cinnamomea, multiflora japonica, and rugosa. In addition to these commonly grown stocks, we are using a setigera wichuraiana, multiflora cathayensis, M. Polyantha, souleana, setigera, rubrifolia, and several others. Souleana, setigera and rubrifolia come readily from seed, the rest of our stocks from softwood and hardwood cuttings. With all our newer stocks, our seedlings and cuttings trace back to individual mother plants. One hundred thousand softwood cuttings will be put in this summer for our stock work. About 10 or 12 hybrid teas will be budded on these stocks. A supply of bud wood of each variety is being worked up this year, the buds all tracing back to one mother plant. As all our bud wood of each variety will trace back to one mother plant, and as all our newer stocks all trace back to one plant, we believe that the possibility of variation, due to the individual plant, has been reduced to a minimum. We cannot give you any definite information regarding rose stocks, but we believe in the rose stock test which is now under way at Bell, and which we hope later to repeat in different localities, that we have laid the basis for real definite information.

In conclusion, may I say, that I have attempted today to outline the progress we have made in our Nursery Stock Investigations since we met a year ago. We are not making any recommendations or suggestions regarding any changes in nursery practices. We believe, however, that we have several very interesting leads which may eventually pass from the experimental to the commercial stage and we hope that it will be possible to report substantial progress on our work to you at your meeting next year. We appreciate greatly your interest, we need your continued interest and support.

#### STATE, SECTIONAL AND NATIONAL ASSOCIATIONS

By Paul C. Lindley, Pomona, N. C.

*Read at the Annual Meeting of the American Association of Nurserymen, Detroit, Mich., June, 1922.*

Mr. President, ladies and gentlemen:

A prominent Southern nurseryman was once called a "Moses," but I sincerely trust you will not dub me a "Jeremiah."

I stand before you today only because of the insistence of your program committee. Almost everyone confuses the two words, "Prominent" and "Conspicuous." Being chairman of your Vigilance Committee has made me conspicuous, not prominent. I feel like some more prominent member of our association could discuss the subject more intelligently.

First, I will talk to you about, "Why do people laugh at us?" This can only be corrected by State, National and Sections Associations working in harmony. Many of you gentlemen will take exception to my remarking that when a nurseryman is introduced, people smile, for our business is one of God's greatest gifts, but they laugh at the way we handle it. I don't mean we, the members of the A. A. N., but as we come under the same classification as the nurserymen "at large," it is up to us to clear this damaging impression.

"M. T. Nutt" says in the National Nurseryman, "Why all this holier than thou stuff at every gathering of nurserymen." But evidently he did not know that the beginning of the Lovejoy articles was an accusation that cut-back mowing machine peach trees were being sold. John Watson did not believe it, never heard of it, but it was the truth just the same.

One of our prominent Eastern nurserymen has been using nursery rhymes in his advertising in a very telling way, but "Nur-



## THEY LIKE OUR SEEDLINGS

One of last year's Mississippi Valley customers just sent us his order for 250,000 apple seedlings.

A last year's New York customer ordered 100,000 apple seedlings.

A last year's California customer ordered 215,000 seedlings.

A last year's Texas customer ordered 50,000 apple seedlings.

An eastern firm, not a previous customer, but evidently knowing our product, ordered 450,000 seedlings.

These orders, and many others, mostly from previous customers, indicate that our seedlings have made good. They will make good for you.

### Consider These Points Carefully:

Our seedlings are clean, healthy and hardy.

Grown on new ground, never before in nursery stock.

Moisture under control.

No fall rains to keep them soft.

Crisp fall weather ripens them fully and naturally.

Dug and graded under best of conditions.

Quality, grade and condition guaranteed.

Mazzard now sold, but can supply Apple, Japan Pear and Myrobolan.

*Write Us if You Want Clean, Healthy, Hardy, Thoroughly Matured Seedlings*

## WASHINGTON NURSERY CO.

*In the Famous Yakima Valley*

*Toppenish, Wash.*

### For FUMIGATION With HYDROCYANIC ACID GAS "CYANEGG"

Sodium Cyanide in egg shape, each egg weighs as near one ounce as possible. Destroys scale insects on Fruit Trees, Nursery Stock, Plants under glass and in Greenhouses.

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**The Roessler & Hasslacher Chemical Co.**  
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OFFER FOR FALL 1922 SPRING 1923

Cherry, 2 Year, all sold  
Cherry, One Year, 11/16 up  
Cherry, One Year, 9/16 to 11-16  
Cherry, One Year, 7/16 to 9/16  
Cherry, One Year, 2 to 3 feet  
Keiffer Pear, 2 Year, all grades  
Peach, One Year, Leading Varieties  
Plum on Plum, 2 Year, European and Burbank  
Hansen Hybrids, 2 year, on American Roots  
Plum and Apricots, One Year, on Peach  
Gooseberry, One and Two Year  
Our Blocks of One Year Cherry are largest in the U. S.  
Grown on New Land. Buy Early and be assured of a supply.

## BERBERRY SEEDLINGS

(OUR SPECIALTY)

Ampelopsis Veitchii—Seedlings, Transplants.

Ibota Private Seedlings.

Let us quote on your requirements

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When you need Seeds of any TREES or SHRUBS, send for my Catalog. It lists a most complete assortment of varieties. All seeds of new crop and good quality. Prices most reasonable. Lists of your requirements for quotations will be promptly answered.

**THOMAS J. LANE**

DRESHER, PA., U. S. A.

sery Ads. in Rhymes, Read and Keep Up With the Times," by J. W. Hall, telephone Main 5439-J, 848 Faxon Ave., Memphis, Tenn., is a portion of a 500-word communication scattered broadcast to his trade, concerning his "Live and Let Live Nursery." This is how it goes:

"As gold and silver come from Peru,  
So my Nursery sells the best trees that ever grew.  
They grow the prettiest peaches on which the wind ever blew.  
My customers say the fruit is as sweet as honey dew.  
We sell the old varieties as well as the new,  
Better still, all our trees to name are true,  
Therefore, our orders are many, not few.  
We sell to the Gentile, also to the Jew,  
To those in the pulpit, as well as to those in the pew.  
You'll find their trees all over the Southern States as you go through,  
For as a rule, our customers stick to us like glue.  
They have money in the bank and something to chew,  
So it will pay you to join our Nursery Crew.  
When you pay for 50 trees you'll get a pound cake and a chicken stew,  
When you pay for 100 trees, you'll get \$10 and a ribbon blue."

Stanley (a cartoonist), publishing a series running in practically every paper in the United States, under the title, "The Old Home Town," pictures in large space a fruit tree salesman who covered this territory last spring, going through town today. He did not stop. He was lashing his horse, had two bundles of trees sticking out the end of his buggy, the side curtains were up, dogs were barking, one farmer says, "That's the scamp," another says, "He sold me some Chinese Pineapple trees." In another cartoon a few days later he uses the sign, "Agents for everbloom grass seed." You smile; why not others at this true, ridiculous picture?

During the late war it was not 95%, but a measly 5% of the pro-Germans in the United States that caused Uncle Sam to enact drastic laws to protect our industries.

I firmly believe that at least 95% or more of the nursery industry is composed of clean and honorable men, but the other 5% of so-called nurserymen are the chief cause of why people laugh at us and many of the recent drastic laws, especially in the Southern states.

In discussing state, sectional and national associations, let's call them by three, simple, old-fashioned words, "Readin'," "Rit-ing," "Rithmetic."

"Readin'" defines our state associations, which in some states comprise more members than the largest sectional association. In five counties in Tennessee there are more than 100 men interested in the nursery industry. The State Entomologist of Florida lists 2700 nurseries in his state. This bunch of men in the different states can get together oftener than once a year, for friendship, good will, to talk over longs and shorts, prices and other matters vital to their own immediate state. It brings the big fellow and little fellow together, and does away with the old, competitive feeling. State associations should be encouraged.

"Riting" is my term for sectional associations. This is a step towards real constructive work. Here is the place to define a nurseryman; here we can bring together a bunch of men not financially able to join or attend national meetings, yet they have problems that need attention. Here is the place to bring together your nursery foremen, your office men, and have talks that will enlighten the class of men that really handle our business. Sectional associations are necessary on account of the extreme difference existing in the different sections of the United States.

Wm. Flemer, Sr., of Princeton, N. J., in his suggestion for sectional nurserymen's associations, in his summary, says:

"It seems to me that there should be three distinct associations, State, Sectional and National and that as far as practical the committees of the sectional body be made up from the members constituting the like committees in the states included in that section, and that the national committees in turn consist of men selected from the like committees in the sectional associations, of which it appears to me there should be five, namely, Eastern, Southern, Central Western, Western and Pacific Coast. In this way the national association will always be a representative of all interests."

I believe his suggestion should get a fair trial, and is the only feasible plan for closer co-operation and for the best interests of all nursery associations. This body of key men would be able to mold the state of mind in their respective associations.

"Rithmetic," the national association. To function on national problems and assist minor organizations in state matters that might become national in scope, whose aim is the advancement of the nursery interests of the country.

The state and sectional associations often have a piano to move. Is the American Association of Nurserymen going to

grab the stool or help move the piano? The American Association of Nursery is a battery station. The various state and sectional associations send their key men to your conventions to be recharged.

Do we need a Master Key, a Co-Ordinator to assist the key men of the different associations, the chairman of the different committees in their work? No nurseryman has the time nor can he neglect his business to attend to the many minor details necessary to the success of our industry. In Washington, not geographically, but logically the center of the United States, we need an office, and a Co-Ordinator.

As a means of accomplishing something definite, let's try this "triple tie-up," with a co-ordinator, and see if it isn't worth while.

## EXHIBITS

As in previous years, the exhibits at the convention were not as numerous as one would expect on such an occasion. The Illinois State Horticultural Society, with Jim Young, secretary, was much in evidence, putting across their slogan, "Plan to Plant Another Tree."

W. C. Reed, Vincennes, Ind., showed peach trees.

B. F. Conningsky, Peoria, Ill., Plate book and catalog illustrations.

William VonHelms, Monsey, Rockland Co., N. Y., showed the Kunde & Son knives and pruning shears.

The J. Horace McFarland Co., Harrisburg, Pa., catalogs, and their famous color work.

Benton Review Shop, Fowler, Ind., catalogs.

General Box Co., 1937 Conway Bldg., Chicago, showed a new style packing box, made very light and strong, of less than quarter inch lumber. The strength was secured by wire bands and morticed cleats.

Robert C. Young, Greensborough, N. C., exhibited sample box plants.

W. A. Garrabrant, Kansas City, Mo., nursery catalogs.

Bobbink & Atkins, Rutherford, N. J., standard roses in flower.

Gilson Mfg. Co., Port Washington, Wis., exhibited Bolen's Power Hoe.

## THE NURSERYMEN'S MISSION IN THE LANDSCAPE FIELD

*Address by Walter E. Campbell, New Haven, Conn., at the meeting of the American Association of Nurserymen, Detroit, Mich., June, 1922*

Within the last half score of years two powerful social organizations have developed throughout the United States. One has for its motto "We Build" and the other "He Is Greatest Who Serves Most."

During the short space of these few years the influence of Kiwanis and Rotary has been a powerful factor in the up-building of every community fortunate enough to be represented by one or both of these clubs. The wonderful work which they have undertaken and accomplished is the result of their having a mission to perform and then going at that mission with a kick and a punch born of a thorough knowledge of what has to be done and a determination to see the work finished.

Every nurseryman engaged in growing ornamental plants can be and should be a missionary in the landscape field. We can take a cue from the mottoes of these two clubs and conduct our business with a sincere desire to build and to serve. Because we grow all manner of plants in straight rows in our field we must not believe that we are landscape gardeners and know all there is to learn about our product.

Landscape gardening is one of the Liberal Arts and is a life-long study in itself. While it is not expected that every nurseryman should completely master the subject, we should at least familiarize ourselves with the basic principles and be quite sure when we do give information it is correct as far as we are able to furnish it.

There are plants in all of our nurseries which are especially suited to sunny places, plants for shady places, plants for dry places, plants for wet places and plants which will adjust themselves to most any manner and character of soil, and many of these grow together under practically the same conditions in our

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We can furnish you crating lumber cut to size. We manufacture our own lumber and will contract to furnish your year's requirements.  
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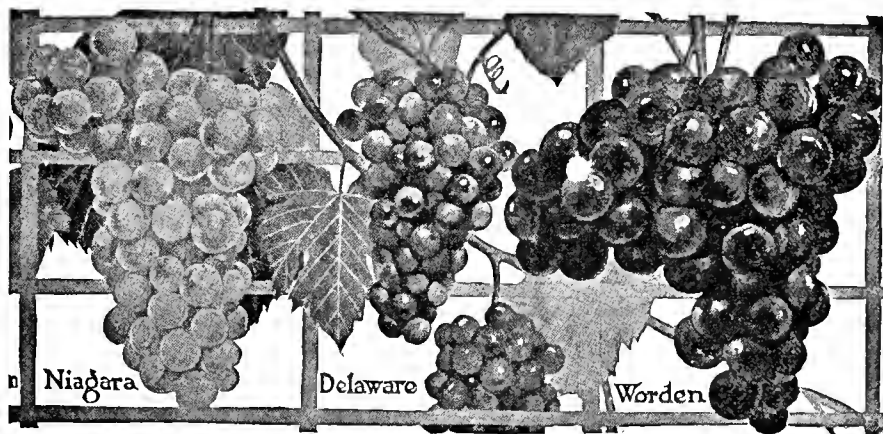
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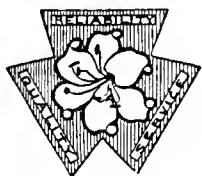
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The cheapest and best material for Budding and Tying is RAFFIA. We can ship promptly. Standard Brands:—RED STAR, X. X. SUPERIOR, A. A. WESTCOAST.  
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nurseries. It is our duty to ourselves and customers that all the various characteristics of our plants be carefully studied and known so that we can properly inform purchasers of the special conditions under which any plant will best grow and develop. Our desire to serve must be grounded by a knowledge and sincerity, and we must always be willing to miss a sale rather than to suggest an improper plant for any particular location or condition.

How is the busy nurseryman to acquire this knowledge some one might ask. That's easy. No nurseryman can take a walk through the fields or in the woods without coming in contact with nature ready and willing to teach him a lesson and any lesson copied from nature can be relied upon, for nature makes no mistakes. Look how she has massed the fence row along the field. There are quantities of gray twigged dogwood growing against the stone-wall, with now and then a grouping of sheepberry coming out into prominence.

She has lavishly used bayberry and sweet fern in the foreground. A strong growth of bitter-sweet half hides the rugged stones of the old wall, and golden-rod, daisies, potentillas and asters blossom in the outer fringe. Here and there a group of wild cherries rises out of the mass and then an elm tree stretches forth its stately arms. On each side of the pasture gate a sturdy hickory stands on guard. Then comes the meadow, rich in its carpet of grasses and flowers, stretching across the plain to the base of the hill, where it is cut by a little stream. In the moist ground along the banks we find groups of cottonwood, willows, ozers, button-ball and alders, and in the open places lobelias, forget-me-nots and gentians love to grow.

The sloping hillside is studded with red cedars interspersed with laurel and spreading jumpers, and white birches form a foreground for the forest beyond. Then the eye is lost in a barrier of green foliage. Walk through the parks and you will find only an adoption of nature's methods, and see how the landscape architect, by his skill and art, has transplanted the environment and made it possible for nature to serve his purpose.

Then there are a great many useful books to be had, in which the principles of landscape gardening are thoroughly explained. It is the duty of every one of us to study nature, to observe carefully the work of good gardeners, and to read good books so that each of us may become a conscientious and well-informed horticultural adviser in our immediate territory.

There is too much highly colored foliage being offered today, such as golden leafed elder, variegated weigela, red leafed plants and other examples of gaudy foliage which appeals to the eye of the novice who knows nothing about the correct methods of plant grouping. Most every community has its man who calls himself a landscape architect, landscape gardener or the least excusable of all terms, a landscape artist, who is absolutely ignorant of the simple principles of landscape gardening and is getting by on pure bunk. These are the men who plant a round bed or make a star, anchor, diamond or some other geometrical pattern in the center of a small lawn and call it landscape gardening. The man who is familiar with the finer points of landscape gardening knows that gaudy foliage is taboo except in rare instances where it can occasionally be used to advantage, and that correct design in gardening consists in maintaining broad and open centers and massing the boundaries and foundations. He also knows that geometrical patterns can only be used in formal work and that carpet bedding and scroll work are only intended to show what can be done with plants and are as much out of place on the average home grounds as is a tapestry in a log cabin.

Many of us are too careless in instructing our customers regarding the method of preparing soil. Most nurseries are located where there is deep and plentiful loam. We all know that in most building operations contractors are very careless about filling around the foundation of the house with poor material and that the lawn rarely ever receives a sufficient amount of loam to maintain a luxuriant growth of grass.

When we are passing the home of a customer and see that he is engaged in building operations it is well enough to stop and have a friendly chat with him or write him a letter calling these matters to his attention. If he takes your advice he will thank you for it; if he does not, later on he will wish he had.

There is a separate and distinct field in which nurserymen may operate without conflicting with the interests of the professional landscape architect. Many people have an idea that there is a vast competition between the nursery interests and the professional interests, but as a matter of fact the margin of conflict is a very narrow one. Like the trolley lines are feeders to and not competitors of the great railway systems of the country, so are well-organized landscape nurseries feeders to the business of the professional landscape architects.

After all, the building of fine homes, the laying out of vast es-

tates or even the planting of the simple home grounds is only a manifestation of one's desires to score a point in the race of vanity. The desire for attractive home grounds is contagious.

Give me a commission on half a dozen houses in a new section and I will guarantee that the majority of homes in that vicinity will be developed within two years.

The nurserymen's field lies in serving the modest home. As his customer becomes more prosperous he moves into the suburbs and buys a larger estate. Having already acquired a love for beautiful home grounds he now, with ample means for development, becomes a patron of the landscape architect.

I do not believe that the broad-minded professional man fears any encroachment from the landscape nurserymen but looks upon them as missionaries who are blazing the way for him to follow. There are landscape architects and there are landscape architect-lets, the latter rarely ever securing a commission of any proportion and is always willing to snatch a little job away from the nurseryman and complain if he does a single piece of planting. This type of man is not broad enough or well educated enough to go after a big commission. In this connection the point arises as to what the nurseryman engaged in the landscape business shall call himself. I do not believe that anyone not a graduate of a reputable landscape school has a right to call himself a landscape architect. This term is reserved for those who are making a profession of the business and have educated themselves along professional lines. The practical man must seek another term. Nurserymen may call themselves landscape gardeners or landscape contractors and under these two terms will be able to include all the work which they are competent to handle.

A few of the larger nurseries throughout the country are employing graduate landscape men in their business and are doing a very high class grade of work. The field for the well-equipped nurseryman along this line is unlimited. Today the surface is merely being scratched. One has only to travel around the well-developed nursery centers of the country to see how the home builder has welcomed and utilized this service. Then as he travels in the remoter districts he notices that practically nothing has been accomplished, that the well-designed house, carefully planned and modernly equipped, has had little done towards the development of its grounds, possibly a few choice shrubs which appealed to the owner's liking have been bought and set either in straight rows or planted promiscuously upon the lawn.

A vast army of American home owners is only waiting for well-equipped nurserymen to produce a landscape service and show how the small home may be developed along artistic and logical lines and is willing to spend a reasonable sum for attractive surroundings.

The problem before the nurserymen today is one of presenting this service to the waiting buyer. After a great deal of experimenting I am convinced that the best method of placing a good landscape service before the public is by the use of good sales advertising in the leading horticultural and local papers as a means of securing leads. This advertising must be well illustrated and carefully worded so as to attract attention, create desire for the service and lead to inquiries for further information. After you have received an inquiry the possibility of an order depends upon how this request is treated. It should be followed up with a good snappy catalog, full of sales talk and argument, one which will show the customer how and where to use plants. In addition, there must be broadsides of the landscape department, showing what has been done for others and describing in detail the method in which landscape problems are handled.

Correspondence must be handled quickly and accurately; all questions carefully answered and the customer shown that we are on the job ready and willing to serve him.

Any advertising campaign must be backed by an organization that can deliver the goods. It is folly to get out good advertising matter which brings requests and then either falls down in correspondence, personal calls or planting service. If we are to advertise that we are well equipped to take care of landscape propositions we must be sure that we have enough good, well-trained men to take care of the business as fast as it comes in.

It has often occurred to me that it might be well for all engaged in high class landscape work to form an association, prepare a strict code of ethics and adopt a name which might seem a little more applicable to our special line. The name "Landscapeors" or some similar name might be used to advantage. This name should be registered and the qualifications of all applicants thoroughly investigated. Each member's work from time to time should be examined carefully by a competent committee and it should be the duty of every individual in the organization to see that the code of ethics is strictly adhered to



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**STOCKS FOR PROPAGATING  
HARDY - STURDY - HEALTHY  
THE STOCKS FOR EVERY SOIL AND CLIMATE**

*For Prices That Defy Every Competition, Apply to the  
General Sales Agents:*

**FELIX & DYKHUIS**

*Fruit Tree and Rose Stock Specialists*  
**BOSKOOP, HOLLAND**

**CATALPA  
BUNGEI**

**AMoor RIVER  
PRIVET**

**CALIFORNIA  
PRIVET**

## OUR FIELD COUNTS

Are Now Completed and  
We Are Ready to Quote on Your  
Wants in  
**APPLE**

Both One and Two-Year Trees

**ONE-YEAR  
APPLE**

**TWO-YEAR  
APPLE**

**GRAPE VINES  
ASPARAGUS**

Our Assortments Are Complete and Our Trees the Best  
Also Peach, Pear, Cherry, Apricot and Plum

APPLE AND JAPAN PEAR SEEDLINGS—Let us quote on your needs in these. Our seedlings are grown in the famous Kaw Valley on new land. They are thoroughly matured before digging and carefully graded. This is our 37th consecutive year at growing fruit tree stocks.

Send Us Your Wants Lists

**THE F. H. STANNARD NURSERY CO.**

-:-

**Ottawa, Kansas**

When writing to Advertisers please mention the National Nurseryman.

and that every member is conducting his business in a manner creditable to the organization.

A well organized planting department under expert supervision offers many advantages to the nurseryman. In the first place it is a means for greatly increasing our sales.

A well-informed salesman, calling on a customer, may sell him a twenty-five or even a fifty-dollar order, but a well-trained landscape designer, who is prepared to draw a snappy sketch and show his customer how and where to use his plants will sell two hundred to a thousand dollars' worth of plants with as little effort, and at the same time by his knowledge of landscape principles, increase the value of the property many times the cost of the sale. The former, however, with haphazard methods of making a sale often perpetrates a rank injustice on his customer.

It is an outlet for a great amount of large and over-sized stock, as many customers are anxious for immediate results, and when one is equipped to transport and plant large material he finds a ready market for it.

In doing an agency or catalog business, it is always very hard to co-ordinate the production and sales departments. Shortages and surpluses are bound to occur.

In designing the general frame work of a planting scheme, it often matters little what one of a half dozen varieties of any one plant are used and the designer with a large stock at his command can more or less make his lists conform to material at hand and at the same time serve his customers' interest. It is the general arrangement and not the individual plants that count. A good landscape department is broadening and instructive, bringing us daily in contact with a splendid type of people. It makes us study and keep alert, for in order to sensibly answer the questions asked we must continually refer to our horticultural encyclopedias and other authorities, and with this information at our command we soon breed confidence in our community and are able to send the bunk artist to the backwoods where he belongs.

Last, but not least, it gives us an opportunity to become a powerful factor in the making of a more beautiful and more fruitful America by the creating of a healthy rivalry for better home grounds among individuals and better civic conditions among communities.

#### SECRETARY AND TRAFFIC MANAGER'S REPORT

##### *Reduction in Freight Rates.*

In December and February we appeared before the Interstate Commerce Commission who were at that time conducting a general hearing regarding reduction in rates and made a plea for the nurserymen that if any reduction was granted that the nurseryman be included and we gave it as the opinion of the nurserymen that a percentage scale of reduction should be granted in the same manner that rates had been raised, instead of reducing certain commodities and the National Industrial Traffic League, and just a few others took the same stand and no doubt all of you saw the decision in the daily papers rendered by the Commission in May where a general reduction of 10% all over the country was ordered to be effective on July 1st.

Since the above decision was rendered several hundred million dollars cut in railroad labor has been ordered and if this goes into effect we feel confident that freight rates will come down again in the near future.

##### *Endeavored to Restore Second-Class Rating on Nursery Stock By Express.*

For sometime we have had this matter up with the express company by correspondence and personally called on them in New York in February and discussed this question fully, but so far have not been able to get any encouragement that the old rating would be restored. The express officials advised us that railroad companies at the present time were only receiving about 31% of express revenue for their service and that if the express company lowered or wanted to lower any rates the carriers had to be consulted or made vigorous protest against it. Inquiry among railroad traffic officials confirmed the above statement but frankly states that the kind of contract between the carriers and express company should not enter into the argument or protest between a shipper and the express companies in any manner whatever.

We are now preparing papers and compiling data on this question and as soon as received we expect to file a formal protest with the Interstate Commerce Commission and see if this old

rating cannot be restored. The present express classification provides second-class rating on many commodities that have as high or higher value than nursery stock and more perishable and we expect to bring this out at the hearing.

In discussing this with one or two classification experts in the Interstate Commerce Building they unofficially gave it as their opinion that neither the Commission or express company would ever grant the second-class rate again on all nursery packages, but thought perhaps we might be successful before the Commission in having the old rating restored on nursery stock packages weighing 300 pounds or less and we expect to make the fight along that line when it comes up.

##### *Prepayment of Freight on Nursery Stock Shipments.*

Some of the membership in Iowa, Massachusetts, Missouri, Alabama and other states had the usual trouble this spring of having their shipments refused by the carriers unless all freight charges were prepaid and when the matter was called to our attention we immediately took up with interested carriers and had the trouble adjusted. Along this line we would like to call the membership's attention to Consolidated Freight Classification No. 2, page 5, Rule 9, Section 2, which reads as follows:

"Freight on which prepayment is required may, on approval of the general freight department of the carrier with which the freight originated, be forwarded on a guarantee of the shipper that all charges will be paid at destination."

When handling nursery stock shipments very few of the agents remember the above rule, therefore, in future if any of you should have this trouble, simply call the agent's attention to it and you should not have any further trouble, but if you do write or wire us and we will take it up promptly. We have called attention to this matter in our annual report for the last seven or eight years, but presume in the rush of the busy season you have forgotten it.

##### *Express Requirement That Outside Tag on Packages for All Territory Must Show a List of the Contents to Be Modified.*

American Railway Express general circular No. 4-B, Section 1, states that all packages or boxes of nursery stock must show an outside tag, giving a list of the contents of each package. This spring some of our members had their shipments temporarily refused or delayed by the express agent demanding that they comply with the above ruling and when the matter was called to our attention we phoned and wrote the headquarters of the express company at St. Louis and followed it up with a personal visit the next day and discussed the above ruling thoroughly and we convinced them that it would work very much of a hardship upon the nurserymen and be almost impossible to comply with and further suggested to them that as only three states required that an outside tag should show the contents of the package that the general rule referred to should be amended to read something like the following:

"Where certain states require that the package should bear an outside tag showing the nature of contents and quantity such outside tag for nursery stock going into such states should show the contents and quantity."

Under date of May 2nd the General Traffic Manager of the American Railway Express Company, New York City, wrote us in regard to this as follows:

"Reply to your letter of April 10th has been delayed until I can make a little investigation of the subject matter.

"Our sole purpose in requiring in our General Circular No. 4-B that the nature of contents and quantity of nursery stock should be shown on the outside tag was to insure compliance with the various state laws which require that this be done, and we thought it would be simpler to make that a requirement as to all shipments rather than confine it to the states which specifically direct that it be done.

"In view of what you say as to the annoyance and difficulty which it will make for the nurserymen, I am quite agreeable to amending it as suggested by you, that is, make the requirement only as to shipments destined to states which specifically require it.

"It may be sometime before we can get a supplement to these instructions in the hands of our agents, and meanwhile you are at liberty to make use of the information in this letter in any way that you see fit."

This correction, or amendment no doubt will be taken care of in the next supplement to general circular or long before the next nursery season commences.

##### *Classification Changes.*

During the year a few changes were made in the freight classification which were in the nature of reduction on nursery stock shipments. One of these was in not dormant shrubs in crates,

For December or February Shipment From France We Offer

## FRENCH FRUIT and ROSE STOCKS

in a full assortment of sizes

Pears, Apples, Mahaleb, Mazzard, Myrobolan, Quince, Manetti, Multiflora, etc.

Grown and Exported by

**VINCENT LEBRETON'S NURSERIES, ANGERS, FRANCE**

whom we have represented as sole U. S. Agents for 20 years—which insures best grading, packing and shipping service. Well ripened stocks. Write for prices, specifically stating your requirements.

**McHUTCHISON & CO. 95 Chambers St. - New York**

### CALIFORNIA PRIVET

Asparagus Rhubarb Cumb. Raspberry

Well Rooted, Vigorous Plants

### PEACHES in Assortment

Apple Buds and Grafts Barberry Thun.

A Good Supply of

Hydrangeas, Deutzia, Spirea, Evergreens  
and Shade Trees

*Prices Right*

**THE WESTMINSTER NURSERY**  
Westminster, Md.

### FOREST TREE SEEDLINGS AND SHRUBS

We are growing and offer for sale fall 1922, and spring 1923 Forest Tree Seedlings and Shrubs, and Lining out stock, such as Bethula Nigra, Catalpa Speciosa, Cornus Florida. Elm, Poplar, Locust, Walnut.

SHRUBS, such as Altheas in varieties, Barberry Thunbergii seedlings, Calycanthus, Deutzias, Loniceras, California Privet, Amoor River North Privet, Amoor River South Privet, Spirea Van Houttii. Write for quotations.

### FOREST NURSERY COMPANY

Boyd Brothers,

McMINNVILLE, TENN.

### PEACH PITS

The Howard -- Hickory Co.

Hickory - - N. C.

## R O S E S

### DO YOU SELL OR GROW ROSE BUSHES?

In either case you certainly need a copy of my Trade List 22-E. It contains the greatest list of

### NOVELTIES

ever offered in this country; and the best of old-timers as well, ranging all the way from

**Souvenir de Claudius Pernet**  
to Ulrich Brunner.

All California field grown. You know what that means, particularly in Hybrid Teas.

I do not argue about the relative merits of budded vs. own root stock but handle both.

Budded stock is shipped from Northern California as early as November. Own root stock from Southern California from January 15 on.

Send for list today. You cannot afford to be without it.

Shall I also add your name to my mailing list for other items such as bulbs, florists' stock, nursery stock, etc.? I market the products of about 25 Pacific Coast growers of various lines.

**W. B. CLARKE**

*Horticultural Broker*

SAN JOSE, CALIFORNIA

### WE NEED CASH AT ONCE

If you have the money we can furnish the goods. 3,000 Staymans, 1,000 Black Ben, 5,000 Delicious apple trees 4 to 5 ft. and 5 to 6 ft. 1 & 2 yrs. We will make it to your advantage to pay cash now for these trees. They will be ready to ship Oct. 10th. This stock is A-1 in every particular. If you want a bargain wire or write

THE CURETON NURSERIES, AUSTELL, GA.

**Standard and Half Standard Roses** In Excellent Varieties,  
For Fall Delivery.

**KOSTER & CO. :- :- Bridgeton, N. J.**

When writing to Advertisers please mention the National Nurseryman.

also in boxes or barrels less than carload which up to this time no rating had been provided for.

Membership.

Last year 351 members. Of this number 311 paid their dues and 40 dropped out, which shows a loss of 11 4-10%.

This year 332 members. Up to this writing 312 have paid their dues and 20 have not paid. Should not of the 20 pay up it will only show a loss in membership of 6%, compared to 11 4-10% last year.

FINANCIAL REPORT

Receipts

|                                                       |             |
|-------------------------------------------------------|-------------|
| Balance in Treasury July 1, 1921.....                 | \$16,748.61 |
| Dues July 1st to date .....                           | 21,185.00   |
| Badge Book advertising July 1st to date.....          | 1,553.60    |
| Revenue from R. R. Claims Collections July 1st.....   | 2,322.08    |
| Revenue from Collection Bureau July 1st to date.....  | 1,565.49    |
| Revenue from Sundry Collections July 1st to date..... | 112.70      |
| Interest on Daily Balance at Des Moines.....          | 284.93      |
| Total .....                                           | \$43,772.41 |

THE BANQUET

The Get-together Banquet of the American Association of Nurserymen held during the convention was a success.

This was undoubtedly due to the energy and enterprise of the Baby Ramblers, Paul Fortmiller acting as chairman, who had the arrangement and management in charge. Every detail was attended to in such a manner that it proved the tradition that bottled spirits were essential to make a banquet a success was all wrong.

The food, the music, the jimeracks, the toastmaster, J. Edward Moon, especially the latter, succeeded in making a very lively evening.

Speaker Paul C. Lindley said:

When chairman, Paul Fortmiller, assigned me the subject of "Codes," he impressed upon me kindly, but firmly, that the wit, humor and eloquence of this occasion would

be furnished by other speakers. My job was to give a short talk as to what part codes play in any business, and if I talk too long or mention vigilance, he will have one of the Ramblers sit on me.

Going back 2000 years before Christ, nearly 1000 years before Moses, we find a Babylonian King, Hammurabi. His people had codes even at that time, and one of their codes was known as the Code of Hammurabi. They were all based on a fair, square deal, an ox for an ox, the loss of a bushel of corn, double the amount should be restored. The ancient Hebrews also had codes, the most familiar, of course, is the ten commandments. The legal profession has long had codes; the doctors, too, have been helped by codes. So, gentlemen, you will note California and Illinois nurserymen have not started anything new in their plan to codify their state nursery association.

Codes do not compel people to have high ideals of conduct, nor to live up to such ideals, but codes have their all important part to perform, in informing the members of any profession what are high ideals of conduct. Just an age-old truth in a practical way for the "Do's and Don'ts" of business.

I would like to offer one code for the nursery game, a nine word sentence from Dr. Frank Crane's editorial on "Clean Business":

"What is there in it for the other fellow?"

That expresses all except a word to our young nurserymen, the Baby Ramblers:

"Be straight as a shingle,  
Not a lazy bone in your body.  
Live clean as a hound's tooth,  
Your word as good as your bond."

Paul "Code" Lindley.

WANTED

WANTED

An experienced all-round Nurseryman with initiative to take full charge of a well established Nursery business doing \$60,000.00 worth of business annually in Fruit Trees and Ornamental Stocks. Will be required to invest \$5,000 at least. Write in confidence to Box No. 7, The National Nurseryman, Hatboro, Montgomery Co., Penna.

**NURSERYMAN** experienced in general stock, who is interested in growing for the wholesale trade on his own account may make a profitable arrangement with a Nursery that has 30 acres and more of good fertile heavy ground laying idle.

Must be a good nurseryman and have enough capital to finance himself. We will rent him the ground nominally and buy his saleable stock. Write, giving experience and kind of stock most interesting, Box 8, National Nurseryman.

**We Want Three or Four Good Practical Nurserymen**

Men who are familiar with budding and grafting and a general line of Nursery work.

Apply **MAKEFIELD NURSERIES**, St. Paul, Minn.

PRINTING

Catalogues  
Stationery  
Business Forms



The Robinson  
Publishing Co.  
Hatboro, Pa.

**Specialists in Nursery Printing**

Ask for Prices.

We are the printers of this Magazine

EVERBEARING STRAWBERRY PLANTS

If you need Everbearing strawberry plants to fill spring orders or if you wish to increase your planting in nurseries, we can supply you with genuine **PROGRESSIVE** Everbearing plants, guaranteed to be **TRUE TO NAME** and handled so as to reach you in best of growing condition. Write for prices.

We have been growing and breeding the Everbearing strawberries for the past eight years and have many new varieties growing in our experimental grounds that are not yet for sale. We invite a personal visit to our grounds during fruiting season, preferably during August or September. The latch string is always out.

**THE GARDNER NURSERY CO., Drawer 103, Osage, Iowa.**

AMERICAN FLORIST'S TRADE DIRECTORY

*New Edition Price \$5.00, Postpaid*

For Sale by

**NATIONAL NURSERYMAN PUB. CO., Inc.**  
HATBORO, - - - PA.

**LABELS FOR NURSERYMEN**  
**THE BENJAMIN CHASE CO.**  
**DERRY N. H.**



# Retinosporus Pisifera, Squarosa Veitchii

Per 100 and per 1000

## AUDUBON Nursery, H. Verzaal, Prop., P. O. Box 275, Wilmington, N. C.

**FRUIT TREES**—Pear, Plum, Peach, Apple and Cherry.  
**SMALL FRUIT**—Raspberry, Blackberry and Currants.  
**FINE LOT OF GRAPES**—Concord, Agawam, Salem, Wyoming Red, Brighton, Worden, Niagara and Delaware 1 year No. 1, and some varieties 2 year No. 1.  
**SILVER MAPLE**—Sizes 1 to 4 in.  
**NORWAY MAPLE**—Sizes 1½ to 4 in.  
**CUT LEAF BIRCH, EUROPEAN SYCAMORE**  
 Fair Assortment of Shrubs, Spirea, Hydrangea, Etc.

**H. J. CHAMPION & SON**  
 PERRY, OHIO

### Box-Barberry Went Over the Top this Season

Is there any wonder when it possesses the following qualities:

- 1—Absolute hardiness.
- 2—Ability to withstand severe shearing.
- 3—Uniformity in growth and habit.
- 4—Attractive autumn foliage effect.
- 5—Freedom from disease and insect attack.

We sold a quarter of a million this year, next year it will be a million.

Advertising in the leading horticultural journals will continue which will help your sales.

Orders for lining out stock now being booked.

**WOODMONT NURSERIES, INC.**  
 The Elm City Nursery Co. New Haven, Conn.

## THE NURSERYMAN'S CATALOGUE

The catalogue is to sell goods; to sell the goods of the man that pays for it. If it does that, it is a good catalogue. If it fails to bring the orders in, it is not a good catalogue, no matter how fine a book it may be. Fine feathers don't make fine birds.

But the quality of the offer carries a subtle suggestion of the quality of the things offered. So the Nursery catalogue should be handsome as to printing and effective as to making sales. That is the kind we are interested in.

Our artists and workmen are experts in turning out fine printing. But printers think in terms of fine printing. Nurserymen think in terms of selling nursery stock. The Secretary of our company and the Manager of our Horticultural Printing Department is John Watson, formerly President of the American Association of Nurserymen, who has had practical experience as a nurseryman in different parts of the country and who has a record as a salesman. Mr. Watson looks after the technical part of the work and studies every catalogue job from the nurseryman's standpoint and its selling possibilities for each particular firm; for he knows the firms in the trade, their nurseries and their equipment.

Now, we think we have a rare combination that offers unusual service to nursery men. Lay your problems before us for suggestions. Tell us what you want and we will co-operate with you in preparing sales-producing stuff to fit your business.

**THE DUBOIS PRESS**  
 HORTICULTURAL PRINTERS  
 ROCHESTER, NEW YORK.

## COMMERCIAL NURSERY CO.

GROWERS OF HIGH-GRADE NURSERY STOCK

We specialize in June Bud Peach and will have a good supply of general nursery stock ready for Fall trade. Grown at our nursery, Decherd, Tenn.

We offer from our branch nursery, Monticello, Fla., good selection of Budded and Grafted Pecans, Japan Persimmon, Fig, Mulberry. Write us,

**Decherd, Tennessee**

*Weller's Perennials*  
 with that Wonderful Root System

**WELLER NURSERIES COMPANY**  
 (Incorporated)  
 Holland, Michigan  
 28 Acres in Perennials

**M. KOSTER & SONS** BOSKOOP, HOLLAND

offer to grow on contract

**MANETTI** and other stocks for the American trade.

\*\*\*\*\*  
 ★ **STRAWBERRY PLANTS, STANDARD and EVERBEARING** ★  
 ★ **LUCRETIA DEWBERRY**, all tip plants. ★  
 ★ **ASPARAGUS**, 1 year old roots. ★  
 ★ My quality and prices justify a part of Your Patronage. ★  
 ★ Let us talk it over. ★  
 ★ **V. R. ALLEN** ★  
 ★ **SEAFORD, DELAWARE.** ★  
 \*\*\*\*\*

ESTABLISHED 1893

**THE NATIONAL NURSERYMAN**

INCORPORATED 1902

The only Trade Journal devoted exclusively to the interests of growers and dealers in nursery stock. Edited by a practical nurseryman, Ernest Hemming, Flourtown, Pennsylvania, to whom all correspondence pertaining to the Editorial Department, should be addressed.

Nurserymen cannot afford to be without a trade paper. The advertising pages, patronized by all leading nurserymen throughout the world, will save many dollars to the subscriber. These pages are a record of the stock offered for sale.

SUBSCRIPTION PRICE \$1.50 per year in advance. FOREIGN SUBSCRIPTIONS \$2.00 per year in advance.

ADVERTISING RATES ON APPLICATION

**THE NATIONAL NURSERYMAN PUBLISHING COMPANY Incorporated**

Subscribers to "Nurserymen's Fund for Market Development."

HATBORO, PENNA.

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# Bobbink & Atkins

Nurserymen and Florists

Subscribers to "Nurserymen's Fund for Market Development."

GENUINE

Carolina Peach Pits

1921 Crop

J. Van Lindley Nursery Co.

Pomona, N. C.

RUTHERFORD, NEW JERSEY  
Palms and Greenhouse Stock, Roses in Bush, Standard or Tree Form, Evergreens, Trees and Perennials.

Boxwood, Rhododendrons, Andromedas, Ericas, Azaleas, Japanese, Ghent, and Mollis. Send Us Your Want List. Inspect Our Stock.

## SCARFF'S NURSERY

Headquarters for  
Small Fruit Plants  
and LINING OUT STOCK

Strawberries Grape Vines  
Raspberries Privet  
Dewberries Spirea  
Blackberries Hardwood Cuttings  
Elderberries Iris  
Currants Mulberries  
Gooseberries Sage

Horseradish  
Asparagus  
Rhubarb  
Barberry Seedling  
Althea Seedling  
Calycanthus Seedling

Our list quotes lowest prices.

W. N. SCARFF & SONS  
NEW CARLISLE - - OHIO

## The Gardeners' Chronicle

(Established 1841)

The BEST and OLDEST horticultural paper in England. Price 6½d per week.

Send for free copy and subscription rates to:—

The Publishers, 41 Wellington St.  
W. C. 2, London, England

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Wishing to do business with Europe should send for the  
"Horticultural Advertiser"

This is The British Trade Paper being read weekly by all Horticultural traders. It is also taken by over 1000 of the best Continental houses. Annual subscriptions to cover cost of postage, \$1.50. Money orders payable at Lowdham, Notts. As the H. A. is a purely trade medium applicants should, with the subscription, send a copy of their catalogue or other evidence that they belong to the nursery or seed trades. Address

HORTICULTURAL ADVERTISER, Ltd.  
Lowdham, Notts, England

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A WIDE-AWAKE PAPER FOR

NURSERYMEN, FLORISTS AND GARDENERS  
Contains special features not found in any other trade journal.

Issued twice a month.  
Price, \$1.00 a year.

Horticulture Publishing Company  
739 Boylston St., Boston.

A Fine Stock of  
Norway Maple, Silver Maple, European Sycamore  
and other Ornamental Trees in All Sizes

A beautiful lot of CUT LEAF BIRCH 8-10 ft. and 10-12 ft.  
Hardy Shrubs of all kinds

Also a limited supply of Fruit Trees and Small Fruit Plants.

T. B. WEST  
Maple Bend Nursery Perry, Ohio

CHARLES DETRICHE & SON  
ANGERS, FRANCE

Growers and Exporters of Fruit Tree Stocks,  
Forest Tree Seedlings, Rose Stocks, Shrubs and  
Conifers for Nursery Planting.

For all information as to Stocks, Prices, terms, etc., address  
JACKSON AND PERKINS COMPANY,  
(Sole Agents)  
NEWARK - - NEW YORK

## Native Broad-leaved EVERGREENS

Ornamental Trees, Shrubs, Vines, Woody and Herbaceous  
Plants of the Blue Ridge Mountains, including: *Kalmias*,  
*Rhododendrons*, *Leiophyllums*, *Andromedas*, *Tsugas*,  
*Azaleas*, *Corylus*, *Oxydendron*, *Zanthorhiza*, *Ampelopsis*,  
*Lonicera*, *Shortia*, *Iris*, *Liliums* *Stenanthium*.

Approximately 500 species

Collections to Order in Carlots a Specialty  
Correspondence from large planters solicited.  
ASK FOR PRICE LIST

E. C. ROBBINS, PINEOLA,  
Avery County North Carolina

### TREES

Largest assortment in New England. Evergreens, deciduous trees, both common and rarer varieties. Sturdy, choice stock that can be depended upon. Send for catalog and special trade prices.

The Bay State Nurseries  
North Abington  
Mass.

### SHRUBS

This New England soil and climate produce fine sturdy shrubs. Special trade prices. By the thousands, hardy Native and Hybrid Rhododendrons—transplanted and acclimated. Send your lists let us est.

# Y E S

We still have a  
large stock of

## EVERGREENS

Including a good  
supply of the scarce  
medium sizes.

Trees and Shrubs also.

We are headquarters  
for Taxus Canadensis,  
Pinus Mughus, Rhodo-  
dendron Carolinianum  
and Azalea Kaempferi.

**FRAMINGHAM NURSERIES**  
Framingham, Mass.

# NURSERY BANDS

Manufacturers of

## STEEL BOX STRAPPING

FOR

## NURSERY PURPOSES

AN ESSENTIAL TO FINISH YOUR JOB

AT A NEGLIGIBLE PRICE.

STANDARD SIZES USED BY NINETY  
PERCENT OF THE NURSERY TRADE ARE  
8 in. X 1 in. AND 12 in. X 1 in.

ANY SIZE CAN BE FURNISHED

WRITE FOR PARTICULARS

**American Steel Band Co.,**

888 Progress Street,

PITTSBURGH, PA.

## Raspberry, Blackberry

### and other Small Fruit Plants

in large supply

Special prices for fall shipment

**J. T. LOVETT, Little Silver, N. J.**

## TREES SHRUBS EVERGREENS

We extend a cordial invitation to  
the trade to visit us this summer

*It will be a day well Spent*

**Thomas B. Meehan Co.**

Wholesale Nurserymen

Dresher, Penna.

## HILL'S EVERGREENS

FOR LINING OUT

We are now booking orders for Fall 1922 and Spring  
1923 delivery on choice items as follows:

|                       |                          |
|-----------------------|--------------------------|
| Douglas Fir           | Juniperus Sabina         |
| Hemlock               | Juniperus Tamariscifolia |
| Assorted Biotas       | Juniperus Virginiana     |
| Assorted Cedrus       | Juniperus Counarti       |
| Assorted Cupressus    | Juniperus Glauca         |
| Juniperus Canadensis  | Juniperus Schotti        |
| Juniperus Chinensis   | Norway Spruce            |
| Juniperus Pfitzeriana | Colorado Blue Spruce     |
| Juniperus Procumbens  | Austrian Pine            |
| Juniperus Stricta     | Dwarf Mountain Pine      |
| Assorted Arbor Vitaes |                          |

**THE D. HILL NURSERY CO., INC.**

Evergreen Specialists—Largest Growers in America

Box 401

Dundee, Illinois

## Peonies A SPECIALTY

The cream of 1200 sorts

Some extra new ones

**THE WORLD'S BEST!**

Eighteen Acres

Write for our List

Cannas, Dahlias and Gladioli

**C. BETSCHER, Dover, O., U. S. A.**

When writing to Advertisers please mention the National Nurseryman.

## FRUIT TREES

### PEACHES—One Year Budded.

|                  |                |
|------------------|----------------|
| Belle of Georgia | Iron Mountain  |
| Brackett         | J. H. Hale     |
| Carman           | Krummel        |
| Champion         | Mamie Ross     |
| Crawfords Late   | Ray            |
| Elberta          | Red Bird Cling |
| Fox              | Rochester      |
| Francis          | Salway         |
| Greensboro       | Slappey        |
| Hiley            | W. H. Cling    |

### PEACHES—June Budded.

|                  |         |
|------------------|---------|
| Belle of Georgia | Elberta |
| Brackett         | Hiley   |
| Carman           |         |

### APPLES—Two Year Budded.

Paragon

### APPLES—One Year Budded.

Albermarle Pippin  
Baldwin  
Ben Davis  
Delicious  
Duchess  
Gano  
Grimes Golden  
Jonathan  
Liveland Raspberry  
McIntosh  
Maiden Blush  
Northern Spy  
N. W. Greening  
Paragon  
R. I. Greening  
Rome Beauty  
Stayman  
Transcendent (Crab)  
Wealthy  
Williams Early Red  
Winesap  
Winter Banana  
Yellow Transparent  
York Imperial

### PEARS—Two Year Budded

Keiffer

### PEARS—One Year Budded

|                  |               |
|------------------|---------------|
| Anjou            | Kieffer       |
| Bartlett         | Seckel        |
| Clapp's Favorite | Winter Nellis |
| Duchess          |               |

### PLUMS—One Year Budded

|              |                   |
|--------------|-------------------|
| Abundance    | Italian Prune     |
| Bradshaw     | Lombard           |
| Burbank      | Red June          |
| German Prune | Shropshire Damson |

### QUINCE—One Year Budded

|        |          |
|--------|----------|
| Orange | Champion |
|--------|----------|

### CHERRY—One Year Budded

|                 |                |
|-----------------|----------------|
| Bing            | Montmorency    |
| Black Tartarian | Napoleon       |
| Early Richmond  | Yellow Spanish |
| Governor Wood   |                |

### APRICOTS—One Year Budded

Harris

## SMALL FRUITS

### GRAPES—Two Year

|          |               |
|----------|---------------|
| Concord  | Moore's Early |
| Delaware | Niagara       |

### GRAPES—One Year

|          |               |
|----------|---------------|
| Concord  | Moore's Early |
| Delaware | Niagara       |

### BLACKBERRIES—One Year

|               |           |
|---------------|-----------|
| Blowers       | Lawton    |
| Early Harvest | Messereau |
| Eldorado      | Rothbun   |
| French Lawton | Snyder    |
| Iceburg       | Ward      |

### RASPBERRIES—One Year

|            |              |
|------------|--------------|
| Cumberland | Golden Queen |
| Cuthbert   | Londen       |
| Early King | Plum Farmer  |
| Eureka     | St. Regis    |

### CURRENTS—One Year

|               |        |
|---------------|--------|
| Fays Prolific | Wilder |
|---------------|--------|

### GOOSEBERRIES—One Year

|         |          |
|---------|----------|
| Downing | Houghton |
|---------|----------|

### DEWBERRIES—One Year

Lucretia

## MISCELLANEOUS

### ASPARAGUS—One Year

Conovers Colossal  
Palmetto

### STRAWBERRY PLANTS

All Leading Varieties

### BERBERRY THUNBERGII

6 to 8 inch to 2 to 2½ ft.

### CALIFORNIA PRIVET

6 to 8 inch to 4 to 5 ft.

### BOXWOOD B.—Sempervirens

12 to 18 in. to 30 to 36 inch.

## FLOWERING SHRUBS

Coral Berry  
Carolina Allspice  
Deutzia, Double White  
Deutzia, Pride of Rochester  
Golden Bell, (Asst.)  
Mock Orange, Common  
Spirea, Van Houttei  
Sweet Scented Shrub

## SHADE TREES

Elm, American  
6-7 ft to 12-14 ft.  
Linden, American  
14-16 ft.  
Linden, European  
6-7 ft. to 7-8 ft.  
Locust, Honey  
10-12 ft to 12-14 ft.  
Maple, Ash Leaf  
6-7 ft to 10-12 ft.  
Maple, Norway  
1¾ inch to 4 inch  
Maple, Silver  
6-7 ft. to 14-16 ft.  
Oak, Pin  
5-6 ft. to 10-12 ft.  
Plane, Oriental  
1¾ inch to 4 inch  
Poplar, Carolina  
6-8 ft to 8-10 ft.  
Poplar, Lombardy  
7-8 ft to 14-16 ft.  
Poplar, Tulip  
10-12 ft. to 12-14 ft.  
Walnut, Black  
5 to 6 ft. to 6 to 7 ft.

## EVERGREENS

Arborvitae, American  
2-3 ft. to 10-12 ft.  
Arborvitae, Chinese  
4-5 ft. to 8-10 ft.  
Cedar, Blue Virginia  
7 to 8 ft.  
Cedar, Red  
7-8 ft to 10-12 ft.  
Fir, Cephalonian  
5-6 ft. to 8-10 ft.  
Hemlock, Canadian  
3-4 ft to 8-10 ft.  
Juniper, Schott's  
7 to 8 ft.  
Pine, Austrian  
4-5 ft to 6-7 ft.  
Pine, Scotch  
4-5 ft. to 6-7 ft.  
Pine, White  
4-5 ft. to 6-7 ft.  
Retinospora, Golden Pea-fruited  
7-8 ft. to 8-10 ft.  
Retinospora, Japanese Pea-fruited  
6-7 ft. to 8-10 ft.  
Retinospora, Japanese Plumlike  
5-6 ft. to 7-8 ft.  
Retinospora, Veitch's Japanese  
7-8 ft. to 8-10 ft.  
Spruce, Douglas,  
3-4 ft. to 5-6 ft.  
Spruce, Norway  
2-3 ft. to 10-12 ft.  
Spruce, Oriental  
4-5 ft. to 6-7 ft.

# HARRISONS' NURSERIES

J. G. HARRISON & SONS, Proprietors

Berlin,

Maryland





# THE NATIONAL NURSERYMAN



AUGUST 1922

Published Monthly at Hatboro, Penna., U. S. A., in behalf of the Trade Interests of Nurserymen, Seedsmen and Plant Growers in General

## THE MONROE NURSERY

Established 1847.

Offers a Fine Stock of  
**SPECIMEN EVERGREENS,  
FRUIT AND ORNAMENTAL  
TREES AND SHRUBS**

Will be pleased to quote on your list of wants

**I. E. Ilgenfritz' Sons Co.**  
Monroe, Mich.

Manufacturers of The I. E. Ilgenfritz' Sons Co.'s Celebrated  
Graft and Stock Planter and Firmer

## Mount Arbor Nurseries,

E. S. WELCH, Pres.

SHENANDOAH, IOWA.

### OUR SPECIALTY

A Complete Assortment of General Nursery  
Stock

**WE DESIRE TO CALL SPECIAL ATTEN-  
TION TO THE FOLLOWING:**

Apple and Japan Pear Seedlings  
(American Grown)

French Fruit Tree Stocks

Pear, Standard and Dwarf, two years

Elm, American White, car lots

**PRIVET, AMOOR RIVER, NORTH, TWO  
YEARS.**

Spirea Van Houtte, choice stock

Roses, Climbing, H. P. and H. T.

We have put in 15 acres of overhead irrigation system  
for the better production of Shrubs, Roses, Perennials  
and Evergreens.

We are always pleased to quote  
prices and to answer inquiries.

**Buntings' Nurseries**  
G. E. Bunting & Sons, *Proprietors*  
Selbyville - Delaware

OFFER FOR DELIVERY

Fall 1922

**GRAPE VINES  
PEACH TREES  
APPLE TREES  
ASPARAGUS ROOTS  
STRAWBERRY PLANTS  
FLOWERING SHRUBS  
CALIFORNIA PRIVET HEDGE**  
*PROPERLY GRADED QUALITY STOCK*  
*Car lots or less*  
**INSPECTION INVITED**

ASK **BURR** US

For Right Prices This Month on

Lonicera Rosea, 3-4, 2-3 and 18-24.

Weigela Rosea, 3-4, 2-3 and 18-24.

Hydrangea P. G., 2-3, 18-24 and 12-18.

Barberry Seedlings, 1 yr., 9-12 and 12-15.

Barberry Thunbergii, 2 yr. transplanted, 12-18  
and 9-12.

Kansas Grown Apple Seedlings, 3-16 m. m.,  
2-16 m. m.

And a Whole Lot of Other Items for General Wholesale  
Nursery Trade

**C. R. BURR & CO., Manchester, Conn.**

The  
Preferred  
Stock

## LIMPING LIMERICKS

The  
Preferred  
Stock

(Series A, No. 3)

Numerous people are those  
Whose favor to ROSES all goes,  
This popular posy  
Makes our outlook seem rosy,  
And our ROSES most quick to dispose.

### ROSES

have always been our leading specialty and we have an unusually fine lot of them for this season.

**Standard (Tree) Roses also**

Largest Stock in the Country

**Clematis**

(Large Flowering and Paniculata)

**Hardy Perennials**

(Large Assortment)

**Paeonias**

(Select Varieties)

**Dielytra Spectabilis**

(Bleeding Heart)

**Phlox**

(Strong, Field Grown)

### ORNAMENTAL SHRUBS

**Hydrangeas**

(Bush and Standard)

**Flowering Almonds**

(Double Red, Double White)

**Flowering Plum**

(Prunus Triloba)

**Jackson & Perkins Company**

(WHOLESALE ONLY)

Newark,

New York State

The  
Preferred  
Stock

The  
Preferred  
Stock

## TO THE TRADE ONLY

We offer for delivery fall 1922 or spring 1923 a large and well assorted block of Fruit trees comprised of

**Apple**

**Pear**

**Cherry**

**Peach**

**Apricot**

**Nectarine**

**Plum**

**Prune**

and a particularly fine lot of Gooseberry and Currant in both one and two year olds.

### Roses and Ornamentals

*Headquarters for Nursery Supplies*

**Portland Wholesale Nursery Co.**

**971 Sandy Boulevard Portland, Oregon**

**We grow young evergreens in large quantities and every tree we sell is raised from seeds in our own nurseries.**

If you are in need of lining out stock why not write for our wholesale trade list before placing your order. Our prices are low because we specialize in young stock.

### COLLECTORS OF TREE SEEDS

==

THE

**North-Eastern Forestry Co.**

**CHESHIRE**

**...Connecticut...**

**The Opinion Here in the East Is**

**"GOOD TIMES AHEAD"**

***for at least another Fall and Spring***

How is your assortment for fall trade? We have a good supply of leading as well as scarce items, including Hydrangea Paniculata Grandiflora, tree and bush form, Spirea Anthony Waterer, Spirea Thunbergii, Weigelas, Calycanthus, Cydonia, Weeping Mulberry and Catalpa Bungei.

*A Complete Assortment of High-Grade  
Ornamental Stock*

**Princeton Nurseries**

Princeton

in

New Jersey

August 1, 1922

# PAINESVILLE NURSERIES



## THE STORRS & HARRISON CO.

NURSEYMEN --- FLORISTS --- SEEDSMEN

ESTABLISHED  
1854

PAINESVILLE, OHIO.

1200 ACRES  
45 GREENHOUSES

Subscribers to "Nurserymen's Fund for Market Development."

When writing to Advertisers please mention the National Nurseryman.

## J. H. SKINNER & CO.

Topeka                      Kansas.

We Offer for Fall, 1922:

### APPLE SEEDLINGS

### JAPAN PEAR SEEDLINGS

### FOREST TREE SEEDLINGS:

American White Elm

Black Locust

Honey Locust

Catalpa Speciosa

### SPIREA VAN HOUTTI, 1 Year:

for transplanting; also 2 to 3  
feet and 3 to 4 feet stock.

## Your "Salesman"

¶ The Editor of "The National Nurseryman" refers to each Catalogue received and reviewed by him as a "caller," a "representative," a "nursery salesman."

¶ That is what your Catalogue is: your "representative." You don't send a traveler out on the road to describe varieties nor even to encourage folks to buy trees and plants: you send him out to get orders for your stock. You write and send out your Catalogue to do the same thing.

¶ Make sure that your "representative"—your Catalogue—does represent you and your business, that it holds the personality of your firm and expresses the individuality of your business, that it tells buyers why they ought to buy your stock.

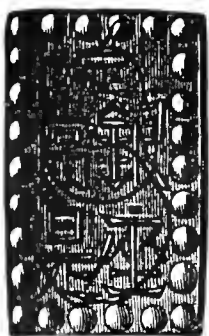
¶ Your Catalogue written in that idea and then printed and illustrated with understanding of the nursery business, will be a good Catalogue. This is a good time to write us about the next one.

## THE DUBOIS PRESS

*Horticultural Printers*

ROCHESTER, NEW YORK

We Offer the Trade Our Usual  
Line of



FRUIT TREES

SHRUBS

ROSES

VINES

*Your Want Lists Will Receive  
Prompt Attention*

THE HUNTSVILLE WHOLESALE NURSERIES, INC.,  
HUNTSVILLE, ALA.

## A General Variety of Nursery Stock



35,000 Norway Maple and American Elm,  
also Montmorency and Early Richmond  
Cherry, 1 year, in car lots or less.



C. M. Hobbs & Sons  
BRIDGEPORT                      Indiana



# The National Nurseryman.

FOR GROWERS AND DEALERS IN NURSERY STOCK

The National Nurseryman Publishing Co., Incorporated

Vol. XXX.

HATBORO, PENNA., AUGUST 1922

No. 8

## Revision of the Constitution of The American Association of Nurserymen, Inc.

The Changes Are Printed in Italics and Were Adopted at the Detroit Convention Last June

### CONSTITUTION

Article 1. This association shall be known as the American Association of Nurserymen, *Incorporated*, and shall embrace three classes of membership. First: Active members or voting members shall be actively engaged in the nursery business and bear reputation for trustworthy dealings that must be maintained as a condition of membership.

Second: Associate, or non-voting members, embracing horticultural implement makers, dealers in supplies and those in the allied trades.

Third: Honorary members may be elected members of the association at any annual meeting of the association, upon a majority vote of the members present. Such honorary members shall be relieved of payment of annual fees and dues and shall be entitled to the privileges of the floor during open meetings, but shall not be entitled to vote on questions coming before the association.

All members in the year 1923 upon payment hereafter of membership fees as per schedule herein adopted shall constitute the membership of this association, and thereafter, all applicants for membership shall be elected by a majority vote of the active members present at any annual meeting; or, in the event of application for membership at a time other than the annual meeting, then the Executive Committee may, upon a majority vote of said committee, receive such person into full fellowship of the association.

Article 2. The object of the association shall be to promote the general interests of its members; first, by relaxation from business; second, the cultivation of personal acquaintance with others engaged in the trade; third, the exhibition of fruits, flowers, plants or manufactured articles used in the business; fourth, the exchange and sale of stock; fifth, to promote by all means in its power, increased knowledge and use of nursery products among the people; *sixth, to provide, through its Vigilance Committee, a safeguard to the planting public; seventh, to provide through its Arbitration Committee a channel for the proper adjustment of disputed accounts or controversies between its members.*

Article 3. The officers of the association shall consist of the President, Vice President Secretary, Treasurer and Executive Committee, *three Trustees, nurserymen, from the state of New Jersey, and a resident agent who shall be a citizen of New Jersey.* The President, Vice President and Treasurer shall be elected by ballot at the annual

meeting of the association and hold office for one year or until their successors are chosen. The Executive Committee shall consist of the President and Vice President, ex-officio, and five others, nurserymen, active members, who shall be elected by ballot; two to be elected for one year, three to be elected for two years and annually hereafter alternately, two for two years and three for two years. There shall also be a Vice President from each state, to be chosen by their respective state delegation at the annual convention who shall hold office until their successors are duly elected. The Secretary shall be chosen by the Executive Committee and shall hold office subject to approval of said Executive Committee. *The Trustees shall be recommended by the Executive Committee and elected by the membership and shall hold office for one, two and three years, one member to be elected each year. The resident agent shall be recommended by the Executive Committee, elected by the membership and hold office until his successor is chosen.*

Article 4. The Constitution and By-Laws of the association may be amended at any regular meeting by a vote of two-thirds of the active members present.

Article 5. The annual meeting of the association shall be held on the fourth Wednesday in June at such place as may be designated by the association at its previous meeting, or this authority may be delegated to the Executive Committee.

Article 6. Not less than twenty-five members shall form a quorum to transact business at any annual meeting of the association.

Article 7. The annual membership fee for active members shall be \$10.00, plus additional dues based on annual gross volume of business without deductions of any character as follows:

|                |          |       |         |
|----------------|----------|-------|---------|
| \$10.000 to    | \$25.000 | ..... | \$10.00 |
| 25.000 to      | 50.000   | ..... | 20.00   |
| 50.000 to      | 75.000   | ..... | 30.00   |
| 75.000 to      | 100.000  | ..... | 40.00   |
| 100.000 to     | 150.000  | ..... | 60.00   |
| 150.000 to     | 200.000  | ..... | 85.00   |
| 200.000 to     | 250.000  | ..... | 110.00  |
| 250.000 to     | 300.000  | ..... | 135.00  |
| 300.000 and up |          | ..... | 150.00  |

*The membership fee and dues to be paid prior to the 1923 convention and annually thereafter until Article 7 of the Constitution shall be amended.*

*The annual membership fee for Associate Members or Non-Voting Members shall be \$10.00.*

*The annual membership fee and dues based upon the above schedule are due prior to the date of annual meeting and any member failing to pay membership fee and dues prior to opening of annual convention shall be denied the privileges of active membership, but said member shall have the right to reinstate himself by payment of dues on or before September first following date of convention. Any member making a report of less than the amount due the association as provided above shall forfeit his membership.*

Article 8. All exhibitors of products or manufactured goods must be members of the association, and shall pay such fees for exhibition space as shall be determined by the Executive Committee.

Article 9. *It shall be the duty of every member of this association to report to the Vigilance Committee hereof any character of dealings on the part of association members not in accord with established business ethics, and the Vigilance Committee shall immediately make such investigations as will develop all the facts in the case and submit their report to the Executive Committee. If in the wisdom of the Executive Committee the facts warrant and it is proven that such members dealings violate established ethical relations, they shall bring their report before the next annual convention and such member may be suspended for a period of one year or expelled from the association by a majority vote of the members present at any annual meeting, provided such member shall have the right to be heard in his own behalf after due notification before such action is taken.*

#### BY-LAWS

Section 1. The President shall preside at all meetings of the association, and as ex-officio member of the Executive Committee, be chairman of said committee and have general supervision of the affairs of the association. He shall, whenever the affairs of the association demand, convene the Executive Committee, or when any three members of the Executive Committee petition him to call a meeting of said committee.

Section 2. The Vice President shall preside at the meeting in the absence of the President. The state Vice Presidents shall look after and promote the interests of the association in their respective states. They shall also be a standing committee to present nominations for officers at the annual meeting, and recommend the next place of meeting for the association, but such recommendations shall not preclude other nominations or a place of meeting, on the floor.

Section 3. The Secretary shall perform all duties delegated to him by the Executive Committee; shall be custodian of all records, reports, correspondence, etc., of the association and shall prepare the annual proceedings for publication. *He shall, once each year during the month of December, mail to each member a complete list of the association membership, so that each member may report to the Vigilance Committee, through the secretary, any member guilty of unscrupulous or fraudulent dealings.* He shall collect the annual dues and all other monies due the association, and in all other matters

perform the duties incumbent upon him. He shall be under bond for such amount as the Executive Committee may require, and shall receive for his services all necessary expenses and such compensation as salary per annum as the Executive Committee may deem proper. He shall make reports of receipts and disbursements as the Executive Committee requires and directs, and in all matters pertaining to his office be under the direction of the Executive Committee. He shall keep minutes of the meetings of said Executive Committee, which shall at all times be subject to review by the association.

Section 4. The Treasurer shall receive and keep an account of all monies belonging to the association, paying out same upon direction of the Executive Committee. He shall make an annual report of receipts and disbursements and shall be under bond for such amount as the Executive Committee may require. *He shall receive such salary as the Executive Committee may deem proper.*

Section 5. The Executive Committee *may approve, by a majority vote of its members, any proposed action or investigations of the Vigilance Committee and when so approved they shall have authority to provide the necessary funds of this association to carry same into effect;* they shall approve all bills and have general supervision of the affairs of the association directing the secretary in the discharge of his duties as herein provided, *handle such association affairs as may properly be brought to its attention by the Trustees and resident agent of New Jersey,* and shall serve without remuneration. In the event of a called meeting of the Executive Committee at a time other than the annual meeting of the association then the expense of members attending said called meeting shall be paid out of the funds of the association.

If in their judgment it is deemed advisable they may cause to be gathered and compiled, once each year, statistics showing the available stock in the hands of member growers and shall use every means at their command to bring the buyer and seller together upon fair and reasonable terms. It shall be within the province of the Executive Committee, after carefully considering the matter of supply and demand, to make such recommendations to members of the association as, in their minds, seem wise, just and desirable looking to the stimulation of trade. If said statistics and recommendations are prepared, the Executive Committee shall cause to be printed in convenient form said statistics and recommendations copy of which shall be furnished each member of the association.

Section 6. It shall be the policy of the association to pay traveling expenses of its committees while looking after the affairs of the association, and after same have been approved by the Executive Committee, said expense shall be paid out of the association funds.

Section 7. In the event of the death of any elective officer of the association, the President, or in the event of his death, the Vice President, shall have power to fill such vacancy. The appointment, however, to have the approval in writing of a majority of the Executive Committee. Should the death occur of the President and Vice President, the power to fill vacancies shall rest with the

Executive Committee, who may fill such vacancy by majority vote.

*Section 8. The Vigilance Committee shall consist of a chairman and six members, a total of seven, to be appointed by the President. It shall investigate thoroughly all cases brought to its attention by members, non-members, planters or purchasers of fraudulent or dishonest dealings on the part of nurserymen and all others engaged in the sale of nursery products. They shall report their findings to the Executive Committee and when such a course is justified the Executive Committee shall be expected to protect the interests of the one offended and secure for him a suitable adjustment of his case under authority of Section 5. They shall endeavor to correct misleading, extravagant and unethical statements in nursery advertising, catalogs, descriptive matter, etc.*

*Section 9. The Arbitration Committee shall consist of a chairman and four members, a total of five, to be appointed by the President. It shall be their duty to arbitrate any matters of controversy between members of this association. Both parties to the controversy shall transmit to the chairman the necessary brief, correspondence, invoices, statements, etc., and both sets of papers shall be perused by each member separately and his verdict transmitted to the chairman in a sealed envelope. The findings of a majority of the committee shall govern. If but one party to a controversy submits his brief and papers and the second party, after thirty days' notice in writing by the chairman still fails to submit his papers, the committee must proceed with the case on the one set of papers in hand. The refusal of any member to arbitrate a difference between members or abide by the decision of the Arbitration Committee, may be ground for suspension or expulsion of such member from the rolls of the association.*

#### THE PACIFIC COAST ASSOCIATION OF NURSERYMEN

The Twentieth Annual Convention of the Pacific Coast Association of Nurserymen was held at Portland, Oregon, July 11, 12 and 13, well attended by representatives from California, Oregon, Washington, Idaho, Utah and the Province of British Columbia.

The stabilizing policies put into operation two years ago are to continue on a more extensive scale. Practical demonstrations of maintaining a normal balance between supply and demand has been carried into effect, grading and the standard quality of nursery stock improved and methods are adopted to make co-operation on the part of all nurserymen who are members of the Association more effective and certain.

The office of executive secretary is continued with enlarged duties and the standard of dependable nursery products maintained:

Officers for the ensuing year are: President, Chas. T. Hawkes, Caldwell, Idaho.

Vice Presidents—E. C. Wright, Kimberly, Idaho; C. B. Miller, Milton, Ore.; F. W. May, Yakima, Wash.; M. R. Jackson, Fresno, Calif.; C. H. Smith, Centerville, Utah; Richard Layritz, Victoria, B. C.

Executive Secretary—C. A. Tonneson, Burton, Wash. Meeting place, 1923, Boise, Idaho.

#### PRESIDENT'S ADDRESS

*By Howard Evarts Weed, Beaverton, Oregon*

It seems to be taken for granted that when one has been President of an organization for a year, he has or should have something to say regarding some features of the business for which the organization exists. On the program this is dignified by the term "President's Address," but to my thinking such a paper is much like the vermiform appendix—it should be either cut out entirely or made as short as possible in order that the real business of the convention may be transacted.

This, as you all know, is our twentieth annual session. Started by such pioneers as McDonald, Brownell, Miller and others who are still with us, no year has gone by without an annual convention in which various features of the production and sale of nursery products have been discussed. The fact that our membership keeps slowly increasing speaks well of our association. Started by fruit nurserymen at a time when there were practically no ornamentals used, the time has now come in which the association is fairly well divided between the fruit and ornamental producers. This year those interested in ornamentals have been given a greater part in our program, with the idea in mind that our sessions will be as educational as possible.

I am sure that you will not expect me to say anything regarding the fruit interests—a subject which I know nothing about. But when it comes to ornamentals, it makes a different story for I am always talking ornamentals. In fact I am a good deal like the school boy who could always make a speech, but always brought in the immortal words of Patrick Henry, "Give me liberty or give me death." So one day the teacher gave him a subject only five minutes before he was to be called on thinking that it would be impossible for him to bring Patrick Henry into the talk. Here was the talk. "Ladies and Gentlemen: Today I am asked to talk on the subject of Colic. In order to understand this subject, we must know what Colic is and what it causes. Colic is primarily some obstruction in the digestive track and causes great pain in certain parts of the body. It goes from bad to worse and finally causes so much pain that the entire system cries out in the immortal words of Patrick Henry 'Give me liberty or give me death.'"

However, there are some features regarding the growing and planting of ornamental plants in the Pacific Northwest to which I desire to call your attention. The early pioneers of this section had to dig their living from the land as best they could and were not interested in any artistic setting for their homes. But as population increased, roses and a few other ornamental plants were planted and it was soon realized that all these grew luxuriantly. And as population still further increased there has come about an increasing demand for a great number of ornamentals and in an increasing variety.

It has been said that history repeats itself. We all know that the luxury of yesterday is considered the necessity of today. Civilization may now be said to



have arrived for flowers in the house and ornamental plants for the yard are now considered a necessity with us. That there will be a still greater demand for these, there can be no doubt.

In the growing of ornamentals, the nurserymen of the Pacific Coast are keeping well up with the demand. But in all line of human endeavor, this is an age of specialization and I believe that the future will see most of our growers specializing in the growing of one or two things for which their soil is specially suited or to which their personal tastes lead them. I further believe that success is ahead for most anyone who will specialize in most any of our ornamental plants. For ten years our customers have called for roses by name. Some few agents still sell white, pink, or red peonies, but they are finding their customers calling for *Festiva maxima*, *Edulis superba*, and *Louis Van Houtte*. Iris are now but largely ordered by name of the varieties wanted. The same is true with the spring bulbs, dahlias and gladioli. In a few years this will also be true with the delphiniums, phlox, perennial asters and in fact all plants. The people are being educated along these lines and nurserymen should do everything possible to further this education for it means greater sales by means of an increasing demand.

When the famous Quarantine 37 went into effect, some said it was an injury to the nursery trade, restraint of trade, etc. But the fact is that it started us into the production of stock for which we had heretofore been dependant upon Europe. Today we are producing our own stock cheaper, upon the whole, than formerly imported. The fact that so many have gone into the propagation of stock has lead some to fear an overproduction for the future and the throwing of such stock on the market at below cost. But much of this young stock is now being produced by florists who look for a quick turnover. To them twelve months is a long time for a crop to be produced and marketed but a nurseryman is satisfied if he sells his product in from three to five years. The production of young stock by the florists is an experiment with them and it may reasonably be expected that they will produce much of the quick growing plants, but the nurserymen making young stock a specialty will have to be depended upon for most of our wants.

I am glad that some concerns are specializing on this line. I am further glad that the production of rhododendrons and azaleas is to be taken up as a specialty. Steele has made a great success with just pansy seed. Dibble and Franklin are doing the same with the spring bulbs. Pudor is specializing in iris. Barber with delphiniums, while a host of growers are showing us the beauties of dahlias and gladioli. There is room for all in this special growing, so let others take up the growing of hollyhocks, lilies, weigelas, spireas, lilaes, conifers and other plants to show us what the new varieties of all these are like. Some one near a good source of supply should take up the growing of our native rhododendrons.

So much for the growing of ornamentals. The object of growing is that they may be sold at a profit. In these modern times we hear much of the term "service" in connection with sales. While the nurseryman has never been given the credit for it, yet the fact remains that he was the first to give service in connection with his sales. He has always told "how" to plant and most times has told "where" to plant.

In the sale of fruit stock the information thus given has, in the main, been correct. But with the conditions brought about by the many new ornamental plants and the development of the art of landscape gardening, the average nurseryman of today needs education along these lines. To give the proper service we must know how the best effects may be obtained in landscape art and if we do not know this, we should refer our customers to trained landscape architects for advice. Simply to litter up a yard with the planting of ornamentals will no longer pass. There must be proper massing effect with green grass forming center of landscape, properly framed up with flowers, shrubs, and trees in harmony. A nurseryman will get a larger order from a properly landscaped place, so no one in the business should hesitate about advising a customer to call in a landscape architect. We should also be broad minded enough to consider the customers side as well as our own and if we educate the customer to landscape effects rather than just planting, he will have a better home and we will have an increased sale.

In the long run "he profits most who serves best." But in connection with this word "service" my sympathies go out to those of you who have sales yards or nurseries near cities. For when the spring days come and you are overworked in getting out orders, at a time when you could use considerable competent help but which cannot be had, you are bothered with "shoppers." Most of them come to buy in small amounts, but wish to select their stock and want all kinds of information as to this, that and the other things. They want to see everything you have and attempt to describe to you some plant they saw in some yard last summer and wonder if you have it. Finally after from one to two hours of information getting, they purchase a small order. How you stand it without losing your temper, is beyond me. I believe we should give all the information possible, but we cannot be reasonably expected to have our time so much taken up at a busy season by so much "shopping." If we but educate the people to the value of mass planting there will be less call for one of a kind of each variety.

Our people also need education as to the value of fall planting. For most of our shrubs will do much better if the roots become established in their new location during the winter months. They are thus ready for a better growth the first season.

Fellow nurserymen, we are assembled in our convention to get as much personal good from our meetings as possible. We receive in just the proportion that we give. So let each of us give of our abundant store of experience, that we may all profit to the best advantage.



## AS I SEE IT

BY M. T. NUTT

Well, the National Convention at Detroit is now a matter of record only. If you went out there expecting to see the air charged with electricity and everyone up on his toes, as they were last year, you were, pleasantly, I hope, disappointed. There were no "fire works," and the sessions, from beginning to end, were most harmonious. The dissensions, which a year ago threatened to disrupt the association, were forgotten, and happily so.

It was a real treat to the "insurgents" of last year to have ex-president "Ed" Moon, get on his feet just before the final closing of the convention and say "A year ago on my way home after the close of the Chicago meeting, I felt a good many misgivings as to the future of the association but from the progress we have made here, I have been reassured and I feel we have a great future before us. I feel cheered by the progress we have made." This was very nice of "Ed" and showed a good spirit.

I took occasion to talk with many of the members as to how they now feel about the changes that were made last year in the policies of the association—and only one regretted the steps which were taken, and he still clings to the unfortunate "trade mark."

Young "Bill" Flemer, Chairman, and the other "Baby Ramblers" who composed the committee on arrangements, certainly deserved great credit. It's no fool's job to get together a programme that will satisfy everybody and have real merit in it, especially when there are some nurserymen who are prone to long and "windy" addresses. But the boys did well, and thanks to the determination of President "Mike" Cashman to open the sessions on time—something unusual—everything was put through as per schedule.

As I have said before—it's a great thing to put responsibility on the shoulders of these younger fellows. They will be the ones to guide the plough some day.

In this connection it was especially fitting to elect young "Bill" to the Executive Committee. I can see that at no distant day he will be handling the gavel.

The dinner on Wednesday night was a "howling success," at least I have been told so. It was a matter of great regret that circumstances prevented my attendance. The "Baby Ramblers" sold the tickets—some 250 or more, and if any member got away without buying one, he must have been in hiding somewhere. Those who attended got their money's worth, not only in a good dinner—well served—but in the entertainment which followed; "Neat, but not gaudy," as the monkey said when he painted his tail. "Ed" Moon made a good toast master.

The optimistic feeling which prevailed among the nurserymen was wonderful. The word "surplus" was not mentioned. The "buyers" were everywhere in evidence—those who had stock for sale sat back and booked orders—at their own prices. In fact, the "buyers"

had been "gunning" for several weeks previous to the convention, and I am told, not with any too great success. Prices were firm, and but few things sold below last year's figures—some even higher. Occasionally some "wise guy" shakes his head over the future. Well perhaps—but this is a big and growing country and as general conditions improve, so will the demand for nursery stock continue to grow and it will take a lot of it to supply this increasing demand. This country may get a black eye once in so often—but the "black and blue" marks quickly fade away.

Have you met the calamity howler,  
Who says our trees won't sell?  
His days, I fear, are numbered  
For he's headed straight for—Well?  
I trust we may not meet him in the  
"Sweet bye and bye."

## CONVENTION BULLETIN

The National Association of Nurserymen convention is just over at Detroit. Say boys, we did have some time. The South was well represented, but there should have been more. Our OWN Paul Lindley was elected president and that's saying enough. Next year the convention will be held at Chicago and everyone should now plan to join and get some of the good stuff that is being passed along and also show our appreciation of the honor shown our section. The National Association is doing big things and believe me, is going to do bigger things. You had better awaken and get in. "A dead fish can swim with the current, it takes a live one to buck the current." Let's go!

## ANOTHER CONVENTION

I am just "full" of conventions. This time it is the "Southern" brand. You remember, it is going to be held in God's Country—Lexington. You all know one of the many things Kentucky is noted for (that's why I am full). There is going to be more present—more doing—more said and more WISHED for than any old convention in a long time. Even the ladies are coming. Several members have already planned to drive through and bring HER along. God bless them, let 'em come but tell Ollie NOW they are coming.

Don't get excited fellows, but honestly we are going to have a real, honest, good nursery convention. We welcome you, we want you, we want you bad. Lexington extends a wholesome welcome to you one and all. So "plan to plant" yourself here on September 6th and 7th.

Yours with a hearty welcome for a good convention and a good time.

LOUIS E. HILLENMEYER.

The Pfund Nursery Co., Elmhurst, Ill., announces the consolidation of their Elmhurst and Chicago offices into general offices located at South Boulevard at Oak Park avenue., Oak Park, Illinois.

Expanding business necessitating a larger organization made the change necessary.

# The National Nurseryman

Established 1893 by C. L. YATES. Incorporated 1902

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THE NATIONAL NURSERYMAN PUBLISHING CO., Inc.  
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Editor .....ERNEST HEMMING, Flourtown, Pa.

The leading trade journal issued for Growers and Dealers in Nursery Stocks of all kinds. It circulates throughout the United States, Canada and Europe.

AWARDED THE GRAND PRIZE AT PARIS EXPOSITION, 1900

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Payment in advance required for foreign advertisements. Drafts on New York or postal orders, instead of checks, are requested by the Business Manager, Hatboro, Pa.

Correspondence from all points and articles of interest to nurserymen and horticulturists are cordially solicited.

Photographs and news notes of interest to nurserymen should be addressed, Editor, Flourtown, Pa., and should be mailed to arrive not later than the 25th of the month.

Entered as second-class matter June 22, 1916, at the post office at Hatboro, Pennsylvania, under the Act of March 3, 1879.

Hatboro, Pa., August 1922

**THE NURSERY BUSINESS** There are so many phases of the nursery business that it is profitable to once in a while stop and consider its numerous aspects when attempting rules and regulations to govern it.

Whether a nursery firm controls thousands of acres and grows and sells millions of trees annually or an individual cultivates a small plot of ground and grows a few shrubs or plants and sells them to his neighbors they are both classed as nursery businesses. One business may dig and store its entire output in houses built for the purpose, selling them direct to jobbers and other distributors, while another may dig and deliver direct to the consumer. Some nurseries may confine themselves to the production of certain lines of nursery stock such as fruit trees while another may grow a little of everything that is possible to dispose of.

The same variable conditions exist in the distribution of nursery stock. Some distribute direct to the consumers others through agents, others through jobbers, landscape gardeners and others again direct to the trade. In attempting to standardize the trade practices, it is well to keep all these varying phases and factors in mind.

Attempts to frame standard practices to govern the many peculiarities is difficult in fact the attempt to do so is what causes chaotic conditions of the trade as a whole, and the tendency is for each particular house to be a law unto itself as regards policy and trade practice. Each business house considers as long as it keeps within the state and federal laws, and observes the common decencies of business they have a perfect right to fix their own policy.

The National Association and all broad minded nurserymen realize, however, that something more is needed and for the business of the country to progress and

expand there must be uniformity and cooperation.

Paul C. Lindley crystallized the thought when he quoted from Dr. Frank Crane's editorial on clean business, "What is there in it for the other fellow."

To get the correct view on the whole subject, we must forget our own selfish interest in our particular business, and view the trade as a whole. The nursery trade really consists of two phases and the overlooking of this particular point is really what causes the lack of uniformity in trade practice, or at least makes it so difficult to adopt practices that are voluntarily adhered to. The one phase or division of the nursery trade is production which parallels the manufacture of other lines of merchandise. The manufacturer of most products is rarely the distributor. His control or active interests in their distribution is left to others who make a special business of it, in fact many manufacturers dispose of their goods to the jobbers; the jobbers direct to the distributors. Each forming a separate business requiring separate organizations. In the nursery business both the first and second phase namely, production and distribution, is all very much involved. Nursery businesses are rare that confine themselves exclusively to production, and they are just as rare when they are distributors that do not also produce.

Possibly it is because nursery products are living things and that some responsibility for the continued life of nursery products is naturally laid on the producer. The medium of the storage house only very partially modifies this, and it is doubtful if the nursery business will ever become so organized that the grower or manufacturer will be able to deny responsibility for the welfare of his products after he has disposed of them, to the extent enjoyed by the maker of clothing or furniture. Of course standard practice in nomenclature growing and grading nursery stock is feasible and practical and should be put in operation; but when it comes to disclaimers, warranty clauses, unfair competition, bribery graft, and all those things upon which different businesses have different opinions, it will not be so easy to establish standard practices that will insure enthusiastic adoption. To insure trade practice being followed it must be equitable for all and appeal to the good sense of the majority. To insure this full consideration should be given to the fact that the production of nursery stock is an entirely separate business proposition than that of distribution, and the clearer this can be kept in mind when attempting to standardize trade practice, the more likely will be the adoption of rules that will be adhered to.

**PLAY FAIR** We are accused from time to time of being biased in favor of a particular group of nurserymen or nursery interests.

Our columns are open to all who care to express an opinion.

We do not necessarily endorse all signed communications we print, but gladly publish anything in the interests of fair play and for the good of the trade as a whole.

**ENDORSEMENT OF QUARANTINE 37** The Federal Horticultural Board has distributed a record of the Endorsement of Quarantine 37.

The record consists of 42 typewritten pages quoting endorsement by States and State Officials.

Societies and associations or officials thereof, individual nurserymen, florists and others and report of special jury appointed by the Secretary of Agriculture in relation to the Conference of May 15th.

The Federal Horticultural Board presents a pretty strong case.

Unless those opposed to the Quarantine are much more numerous and better coordinated than has so far been in evidence, the Board is due to have its powers increased rather than restricted.

**REPORT OF THE STANDARDIZATION COMMITTEE** It would be difficult to name an effort of the American Association of

Nurserymen that means more for the good of the nursery trade than the publishing of the Preliminary Report of Committee on Standardization of Horticultural Trade Practice.

It has crystalized the efforts, opinions and customs of the trade into definite concrete statements in a form to be acted upon.

The personnel of this committee, Harlan P. Kelsey, Chairman; John Dayton, John Fraser, Charles J. Malory and E. S. Welch is a guarantee that its resolutions are practical and very much needed.

It is our suggestion that every nurseryman should keep one of these "Pink Reports" upon his desk, noting in it from time to time constructive suggestions that come to him when running his business, so as to be ready to act on the work of this committee when the time comes.

The work of this committee calls for the fullest cooperation so as to get those measures that have been so long talked about in active operation.

Standardization will save so much in time, money and effort.

We all growl when tinkering our flier, because nuts, bolts, etc., are not standardized and can plainly see the immense saving to all concerned if they were.

The lack of it in our own business is just as great and calls loudly for action.

#### AMERICAN HORTICULTURAL PROGRESS

The Florist Exchange will not allow us to be just ripe. We must be either green or rotten, according to its issue of July 22.

To prove their stand they quote the old story about the bad egg. Rather a poor illustration and not very convincing, whether applied to Quarantine 37, the Federal Horticultural Board, the National Nurseryman or the particular opinion we attempted to express.

Any or all of the above could be bad in spots without being bad all through, like the egg, if we could only find the infallible evidence to prove it.

American horticultural progress according to the Ex-

change depends entirely on the elimination of Quarantine 37 and incidentally the Federal Horticultural Board.

If the Florists' Exchange had left off the word American and merely written Horticultural Progress, we could better understand its contentions.

We agree with the Exchange that Quarantine 37 is likely to retard horticultural progress when we look on horticulture as something apart from national boundary lines.

But as regards American horticultural progress, well, we have an open mind as to whether Quarantine 37 will foster it or otherwise.

We feel very humble after reading the figures quoted by the Exchange from the 14th census, showing the total year's receipts of the nursery trade were only \$20,434.389 as compared with those of the florists' trade, which had a total of \$61,892.352, over three times as much.

That the nursery trade is the basic industry of the fruit industry and others with their huge totals was evidently overlooked.

It is not wise, however, to quote figures because the Federal Horticultural Board has some "humdingers" on file to use on poor defenceless horticulturists. It will show where one single naughty little bug out of the many introduced from foreign countries on nursery or perhaps florists' stock, does more damage and annually causes a financial loss to the country many times greater than the total receipts of the florists' trade.

In our humble opinion protests against Quarantine 37 from commercial horticulturists can hardly fail, but have the appearance of a selfish bias and the Federal Horticultural Board does not fail to try and show it up.

The protest which rang true at the Plant Conference was that made by Mr. J. Horace McFarlane on behalf of the Garden Club of America and other plant lovers, the balance clinked like dollars.

Even Mr. W. G. Lobjoit, Great Britain Controller of Horticulture, intimated the quarantine might result in a loss of trade brought about by retaliatory public sentiment.

His was a masterly presentation of the whole subject both from a pathological and economic point of view, but we have not the least doubt that he had British horticulture in mind and was thinking of the effect Quarantine 37 would have on that, rather than American horticulture or even horticultural progress, without it being connected with any particular country.

We have gotten over our irritation at failing to express ourselves on the Plant Conference to the satisfaction of the Florists' Exchange, but the tears won't come when trying to weep over the lack of progress in American Horticulture, for even though appearances are against us, we have American horticultural progress at heart.

A duty of one cent per pound has been proposed on jute in the pending tariff bill.

This, of course, will be added to the cost of the burlap which is made of it.

Burlap is likely to be higher in price.

## BERLIN MECCA FOR HORTICULTURISTS OF MARYLAND, DELAWARE, NEW JERSEY AND VIRGINIA

Visitors began to arrive Thursday night and Friday morning the number was augmented by the crowds from New Jersey and Delaware. Later in the day the touring party came in from an inspection of the orchards at Easton, arriving just in time for the bountiful luncheon provided by Harrisons' Nurseries for all the visitors.

A real old-time country dinner was served in the packing shed to a large crowd, after which automobile transportation was provided for a tour of the orchards.

The party first visited the Pomona Orchard located on the Berlin-Snow Hill road. The principal item of interest in this orchard was the large crop of Belle of Georgia and the extraordinary size of the Carman peaches. Forty-five peaches to a  $\frac{5}{8}$  basket gives some idea of the size that these beauties have attained. In this orchard demonstrations of the method of preparing the peach trees and applying Paradichlorobenzene for the control of peach tree borers was arranged under the auspices of the County Agent Mr. E. I. Oswald and State Entomologist, Prof. E. N. Cory.

From there the party returned to Ironshire and viewed the large blocks of peach and apple trees and other nursery stock, aggregating ten million trees. From there the tourist went to the Squire Farm, where the principal item of interest was the wonderfully fine crop of Williams Early Red apples. The Black Twig orchard on this farm bore approximately one barrel of apples to the tree at six years of age and has been bearing a full crop each year since that time. This is remarkable for this variety, as the Paragon is notably a late bearer.

Visit was next made to the farm where Admiral Commodore Stephen Decatur was born, which is now an eleven thousand tree orchard in full bearing. In this orchard there was an early variety of peach ripening and the visitors regaled themselves to their heart's content.

The party then proceeded to the Home Orchard and paid particular attention there to the excellent equipment for preparing spray materials and for handling the spray problem. In this orchard as in all of the others, elevated platforms with from two to three cockers and running water are used in preparing both the dormant spray materials and summer sprays.

One of the most important factors in the success of these orchards is the thorough way in which they are sprayed from the time the buds begin to swell to the time the peaches are off the trees. A complete coating of Self-boiled Lime and Sulphur is maintained throughout the season. Another remarkable sight at the Home Farm was the eighteen year old Elberta peach orchard, which has a crop this year and has borne a crop for the last thirteen years. This is probably the best producing orchard to be found in the United States.

There are two thousand trees in this orchard and they have borne as high as thirty carloads of first class fruit in a season. This orchard, although a great age for a peach orchard, is showing no signs of failing and of the

original planting of two thousand trees, practically all of them are still standing.

The facilities for packing and loading the cars at the packing shed attracted a great deal of attention on account of the amount of fruit going out from this station each year. To date fifty cars of Yellow Transparent apples and ten cars of peaches have moved from this point. There will be about three hundred cars of peaches and one hundred and fifty cars of apples handled by this organization. The fruit is packed in the shed right along side of a switch capable of holding forty cars and carriers are shunted into iced cars on gravity roller carriers, and shipped as far west as Indianapolis and north into Canada, and into the leading Southern cities.

After the tour a great many of the visitors went to Ocean City for the week end to enjoy the surf bathing.

## PRELIMINARY REPORT OF THE COMMITTEE ON STANDARDIZATION OF HORTICULTURAL TRADE PRACTICE

*Made to the American Association of Nurserymen at the Detroit Convention, June, 1922*

To the President and members of the American Association of Nurserymen:

This report is submitted for consideration at the annual convention of the American Association of Nurserymen, to be held at Detroit, Michigan, June 28-30, 1922.

It must be considered as preliminary only, for the widely varying practices of nurserymen in different sections of America, and even in a single state have never before been carefully compared and correlated.

Business organizations are fast coming to realize that such loose and widely varying methods of business practice are injurious to buyer and seller alike. Newspapers recently carried the following despatch from Washington under date of May 24th:

"Resolutions favoring standardization of sizes and grades of lumber were unanimously today adopted by the national conference of lumber manufacturers meeting at the commerce department. The conference also went on record as in favor of association inspection and guaranty of the integrity of quality and quantity of lumber products for the protection of the public."

The imperative need of standardized rules and practice among nurserymen is obvious and now admitted by all progressive nurserymen. With co-operation of all members of the American Association of Nurserymen it should be possible for your committee to prepare for adoption at the annual convention in June 1923, a code of Trade Practice which will be fairly complete, and be of incalculable benefit to the nurserymen and American horticulture at large.

### A. HISTORY AND REASONS FOR STANDARDIZATION

At the 1911 summer meeting of the Ornamental Growers' Association a resolution was adopted as follows: "That the standard of grading all ornamental deciduous trees be by caliper rule in all grades of 1 $\frac{1}{4}$  inches and over; that the measurements be made 6 inches above ground, and that in all published lists this standard be declared and in practice maintained."



PEARS, Standard and Dwarf.

RASPBERRIES, Plum Farmer, transplanted.

NORWAY and SUGAR MAPLE, Sizes 1½ to 2½ in.

SUGAR MAPLE, 5 to 7 feet, once transplanted, for lining out.

EUROPEAN SYCAMORE—Several fine blocks.

PIN OAK and RED OAK—Sizes 6 to 12 feet.



### EVERGREENS

RETINOSPORA Pieifera Aurea, Plumosa and Squarrosa. Sizes up to four feet.

NORWAY SPRUCE—Sizes up to 6 feet.

AMERICAN ARBOR VITAE—Fine block 3 to 5 ft.

*Good supply of many leading varieties of shrubs.*

**W. B. COLE**

**Painesville, - - - Ohio.**

## A Complete Assortment of NURSERY STOCK

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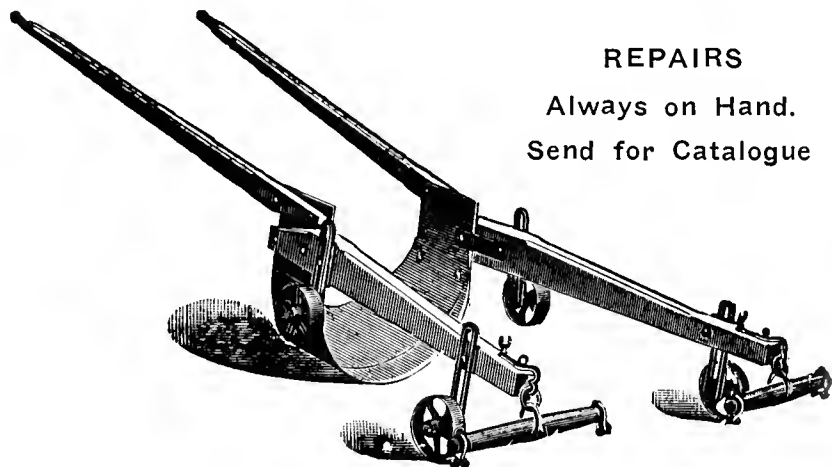
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REPAIRS  
Always on Hand.  
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## NURSERY SPADES

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and

REINFORCED AT  
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STRAP IS WELDED  
TO BLADE

*Made in Either Square  
or Round Point*



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Cheltenham -:- Penna.

This grading was supposed to be used by all members, but reports and discussions at subsequent meetings prove that such was not the case and widely varying practices still obtain.

At a later meeting of the O. G. A., August 6-8, 1913, in Philadelphia, a Committee on Nomenclature and Revision of Sizes was appointed. This committee prepared a report on nomenclature and grading, and submitted it at the winter meeting of this organization, January, 1914. This report with minor changes was adopted and subsequent stock reports changed to comply with it.

In 1916 a separate Special Committee was appointed by the Ornamental Growers' Association on "Standardization of Grading, Trade Terms and Abbreviations" as follows: Harlan P. Kelsy, chairman; F. L. Atkins and Ernest F. Coe, but one of the most important features of standardization, namely the subject of "Nomenclature," was referred to a special committee who joined with the American Joint Committee on Horticultural Nomenclature. Therefore Standardized Nomenclature is not included in this report.

The Standardization Committee reported January 3, 1918, at the winter meeting of the O. G. A. in New York. It was decided to refer the whole subject to the American Association of Nurserymen and this Association's Committee on Standardization has continued the work.

The August 3d, 1911 report made to the Ornamental Growers' Association by its "Committee on Grading Ornamental Stock," and a still earlier one on January 8, 1908, of its "Classification Committee" were educative and provoked rather violent discussions, but all important specific recommendations failed of adoption.

Committees of the American Association of Nurserymen for several past years have made recommendations for standards of grading, but these also have failed of adoption and so today nursery practice is not uniform but in a deplorably chaotic state. The task of this committee is peculiarly difficult for it involves not only working out rules of practice that are to some extent technical but rules that must be really practicable; yet, no matter how good a code might be, if not adopted and practiced by the trade at large it would be of little value. The field is therefore still practically new and untrodden, but the necessities are so great that to delay longer would stamp the nurseryman and horticulturalist as among the most unprogressive business men.

The question is, are nurserymen alive enough to get together and establish businesslike rules of practice that will be honestly and consistently adhered to by all, for the benefit alike of themselves and their customers?

It is hoped that this report may serve as a basis on which in the future may be built just, uniform and profitable rules for horticultural practice.

Your committee recommends that after further careful additions, revision and consideration by the nursery trade, the American Association of Nurserymen adopt a Standardized Code of Nursery Trade Practice and distribute it to its members and the nursery trade generally. Necessary revisions must be made at stated periods and therefore the Committee on Standardization should be made permanent.

It would be much too tedious to introduce here all the arguments and evidence on which this report is based; your committee prefers rather to submit results in somewhat tabulated form, and as briefly as possible.

We should like, however, to state briefly some of the uses the lists of trading terms with abbreviations may be put to. A few definitions have been given and it might be well to amplify this feature.

#### SOME USES FOR A LIST OF TRADE TERMS AND ABBREVIATIONS

*(For what seemed good reasons the List of Trade Terms and Abbreviations although prepared has been omitted from this report, but after careful revision should be included in a 1923 Report.)*

1. **FILING.** Where lists of plants are kept with card catalogs it is indispensable to have a good system of terms with abbreviations and definitions.

2. **CATALOG MAKING.** If trade terms are standardized with abbreviations it is possible to use a large number in making up catalogs, saving space and making the descriptions much clearer. The seller knows how to correctly describe his wares and business methods, while his customers can easily and intelligently use his printed matter, knowing fairly well what the results will be when he places an order—which is far from the situation today.

3. **CORRESPONDENCE.** In quoting, trade terms and abbreviations should be well understood at a saving of time and expense.

4. **TELEGRAPHING.** It is almost needless to mention how important a standardized list of sizes, abbreviated trade terms, etc., will be in telegraphing. Expense will be saved, accuracy assured and sales promoted. A nurserymen's Standard Telegraph Code should be prepared and adopted.

5. **LANDSCAPE ARCHITECT IN MAKING PLANS AND SPECIFICATIONS.** Here it is almost imperative that a system of standardized terms and abbreviations be in effect. Much additional information can be put on plans and in planting lists, thus promoting business relations between landscape architect and nurseryman.

6. **BUSINESS RELATIONS BETWEEN BUYER AND SELLER.** Standardized trade terms and uniform business practice will enable customers to know what is being offered or advertised and just what they will get or at least justly expect. This means increased business all along the line. Today few nurserymen caliper trees alike, and descriptions of quality and grade of stock as well as the trade terms used are so lacking in uniformity that catalogs today leave the buyer in the dark as to what he may expect.

7. **LAW SUITS.** With standardized terms and trade practice the honest nurseryman, florist or dealer is protected as he is not today. Thus it means protection for the legitimate tradesman who is doing a straight business and in time the weeding out of dishonest or slovenly nursery practice which is very detrimental to the business in general.

8. **SHIPPING, IMPORTING, ETC.** Many trading terms are already used quite extensively and their abbrevia-



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Convinced

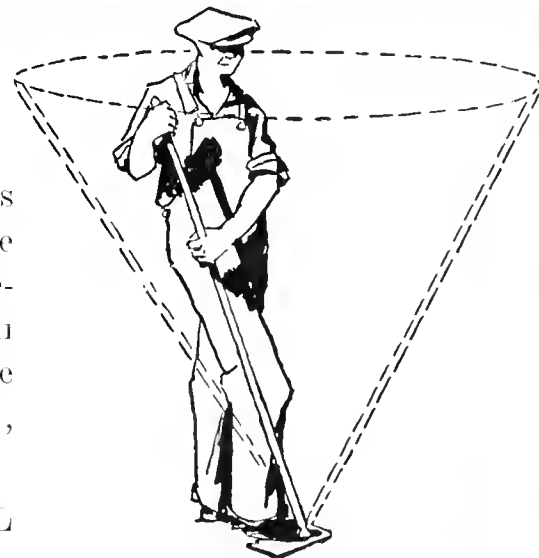
It is a good indication that the implement you are selling is certainly making work easier and cheaper for the user. The MULTITOOL is becoming more popular wherever hand implements are required for garden or field purposes. Farms, garden plots, truck gardens, city parks, cemeteries, nurseries, landscape gardeners (sugar, cotton, tobacco and pineapple plantations), and even the railroads are beginning to use them extensively.

Individuals or corporations who tried out the MULTITOOL last year are reordering from one to gross lots this year.

One man with a MULTITOOL will accomplish twice the work of one man with a hoe.

The MULTITOOL is also used as a rake, thinning tool, side-walk trencher, scythe for cutting large weeds and grass, hand cultivator and soil pulverizer, and entirely displaces many other hand implements.

We guarantee the MULTITOOL to give satisfaction or your money refunded. We also guarantee workmanship and material. Ten minutes' actual using will convince you of the great value of the MULTITOOL.



Distributors  
Wanted.  
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Discounts



# The Multitool Sales Co.

LANSING MICHIGAN

*EASTERN DISTRIBUTORS*

Eddy Garden Service, Paradise, Pa.

tions as used are supposed to be standardized. The meaning of some, however, is not always clear and this should be remedied.

9. HORTICULTURAL AND GARDEN PERIODICALS. The horticultural writer would be greatly helped, and intelligent publicity thereby promoted by use of standardized horticultural rules, terms and abbreviations.

#### B. STANDARD RULES FOR GROWING AND GRADING NURSERY STOCK

##### Definitions—

1. MEASUREMENTS IN HEIGHT AND DIAMETER to be stated in inches up to 24 inches; all over 24 inches to be stated in feet. Examples, 12 to 18 inches; 18 to 24 inches; either the dash (—) or the word "to" may be used between figures; where a size includes feet only, the measurement should be stated in feet; 1-2 feet.

2. CALIPER. Trees only are to be calipered, and there is no objection to calipering any size; it is recommended however that calipering be uniform in method and sizes of fruit trees and ornamentals, as given below.

3. CLUMPS are undivided Herbaceous Perennials, shrubs and sometimes trees, with several or many stems, or in herbaceous perennials, with several buds or crowns.

4. TRANSPLANTED. It is usually very important to indicate when stock was last transplanted, as follows: tr. 1 yr., tr. 2 yr., etc.

5. AVERAGING SIZES. In digging and shipping, all stock should be graded so as to maintain an *average* of values in sizes or otherwise; 100 plants 12 to 18 inches should include enough larger sizes to make the average 15 inches; 1-2 ft. should *average* 18 inches; the same rule applies in calipering.

6. BALLING AND BURLAPPING. (B & B) Where it is intended to ball and burlap, this fact should always be given by using the abbreviation "B & B" in a suitable position.

7. SPECIMENS. (SPEC.) This may be stated to indicate unusually well shaped trees or plants; but does not relieve of the necessity of giving other standard information as noted in preceding paragraphs.

8. SEEDLINGS (S.) CUTTINGS (CUT.) AND DIVISIONS (DIV.) State age in years, followed by abbreviation for propagation method; examples, Berberis thunbergi, 1 yr., S. 6-9 in.; Thuja occidentalis, Cut.; Anemone japonica, 2 yr. Div.

9. QUALITY OR GRADE. Unless otherwise stated, all stock offered, advertised or cataloged is understood to be of first-class, salable and plantable quality of each kind and grade. *Heavier grades* state as follows: x—heavy; xx—very heavy; xxx—very heavy perfect specimens. *Light grade* suitable only for lining out or growing on, state as follows: lg.—Light grade.

10. ABBREVIATIONS. Standard abbreviations of terms may be used as desired.

##### GRADING

DECIDUOUS TREES. *Height* give in single feet up to 6 ft.; example, 5-6 feet. Over 6 ft. give in double feet; example, 6-8 ft., 12-14 ft.

*Caliper* to be taken 6 in. from the ground, (or above collar?).

*Calipering* begins at 1 in. and is shown as follows: *Heights* given are *minimum*.

##### Grading Table

| Grading Table        | Alternate     |
|----------------------|---------------|
| 1 to 1¼ in. cal.     | 8 to 10 ft.   |
| 1¼ to 1½ in. cal.    | 10 to 12 ft.  |
| 1½ to 1¾ in. cal.    | 12 to 14 ft.  |
| 1¾ to 2 in. cal.     | 12 to 14 ft.  |
| 2 to 2½ in. cal.     | 14 to 16 ft.  |
| 2½ to 3 in. cal.     | 14 to 16 ft.  |
| 3 to 3½ in. cal.     | 16 to 18 ft.  |
| 3½ to 4 in. cal.     | 16 to 18 ft.  |
| 4 to 5 in. cal.      | 18 ft. and up |
| 5 to 6 in. cal. etc. | 18 ft. and up |

Where caliper is given the *height also is to be given*.

*Clumps* indicate three or more stems from the ground.

*Diameter of top* may be stated in feet.

STREET TREES. Unless otherwise specified street trees are to be free of branches up to 7 feet, with a single leader, well branched and with reasonably straight stems.

EVERGREEN TREES. *Height*, state in 3 inch series up to 18 inches; then in half foot series up to 4 feet; then in foot or two feet series.

*Diameter* at base if given, state in 3 inch series up to 18 inches; in half foot series up to 4 feet, then in foot series.

DECIDUOUS SHRUBS. *Height*, state in inches up to 18 inches; usually in 3 inch series; example, 3-6 in., 6-9 in., 12-15 in., etc. Some stock may best be graded in 6 inch series; example, Ligustrum ovalifolium, 12-18 in., over 18 inches give in half feet up to 3 feet, then by single feet up to 6 feet, then in double feet, example, 8-10.

*Diameter* state in feet when desirable.

*Clumps* indicate 8 or more stems (canes) from the ground.

EVERGREEN SHRUBS. *Height* same as deciduous.

*Diameter* if given, state in 3 inch series up to 18 in., then in half feet up to 3 feet, then in feet.

*Clumps* indicate 6 or more stems from the ground.

VINES. *Age*, state in years from date of propagation.

*Size*, state length in inches up to 24 in., then in foot series up to 4 feet, then in 2 ft. series.

*Quality or Grade*. Average number of stems should usually be given.

HERBACEOUS PERENNIALS. *Age and method of propagation*. State as per general rule preceding.

*Quality or Grade*. State number of buds, eyes or crowns, also general rule.

*Clumps* to have not less than 6 buds, eyes or crowns.

*Field Grown* (FGr.) means grown in open field.

*Pots* means grown in pots.

*Frames* means grown in cold frames.

*Greenhouse* (GH.) means grown in greenhouse, hot-house or propagation house.

##### FRUIT TREES.

##### APPLE—

| Grading Table        | 1st Alternate | 2nd Alternate                |
|----------------------|---------------|------------------------------|
| ¾ and up, 5 to 6 ft. | 11/16 and up  | 11/16 and up, 4½ ft. and up. |
| ¾ to ¾, 4 to 6 ft.   | ¾ to 11/16    | 9/16 to 11/16, 3½ ft. and up |
| ½ to ¾, 4 to 5 ft.   | ½ to ¾        | 7/16 to 9/16, 3 ft. and up   |
| ¾ to ½, 3 to 4 ft.   |               | 5/16 to 7/16, 2 ft. and up   |

##### APPLE (Dwarf)—

|          |
|----------|
| ¾ and up |
| ½ to ¾   |
| ¾ to ½   |



## THEY LIKE OUR SEEDLINGS

One of last year's Mississippi Valley customers just sent us his order for 250,000 apple seedlings.

A last year's New York customer ordered 100,000 apple seedlings.

A last year's California customer ordered 215,000 seedlings.

A last year's Texas customer ordered 50,000 apple seedlings.

An eastern firm, not a previous customer, but evidently knowing our product, ordered 450,000 seedlings.

These orders, and many others, mostly from previous customers, indicate that our seedlings have made good. They will make good for you.

### Consider These Points Carefully:

Our seedlings are clean, healthy and hardy.

Moisture under control.

Crisp fall weather ripens them fully and naturally.

Grown on new ground, never before in nursery stock.

No fall rains to keep them soft.

Dug and graded under best of conditions.

Quality, grade and condition guaranteed.

Mazzard now sold, but can supply Apple, Japan Pear and Myrobolan

*Write Us if You Want Clean, Healthy, Hardy, Thoroughly Matured Seedlings*

## WASHINGTON NURSERY CO.

*In the Famous Yakima Valley*

*Toppenish, Wash.*

### SURPLUS NURSERY STOCK

Red Oaks, 1½ to 2 inch.  
" " 2 to 2½ inch.  
Norway Maples, 10 to 12 ft.  
" " 2 to 2½ ft.  
" " 2½ to 3 ft.  
European Beech, 8 to 10 ft.  
(Trimmed-up bodies)  
(Larger sizes furnished on the above)

ThurLOW Willows, 6 to 8 ft.

Silver Maples, 6 to 8 ft.

" " 8 to 10 ft.

White Birch, 8 to 10 ft.

Purple Beech, 8 to 10 ft.

European Lindens, 1½ to 2 inch.

" " 2 to 2½ inch.

" " 2½ to 3 inch

Lilac Purple Common, 3 ft.  
" Souv-de Louis Spath, 2 to 3 ft.  
" Pres Grevy, 2 to 3 ft.  
" Chas. X, 2 to 3 ft.  
" Madam Lemoine, 2 to 3 ft.  
" Marie LeGrey, 2 to 3 ft.

Privet Polish, 3½ ft.

" Ibota, 3½ ft.

" " 2½ ft.

Deutzias, 5 to 6 ft.

Euonymous Radicans, 2 yrs.

Ampelopsis Quinquifolia, 2 yrs.

Forsythias, 1 yr. cuttings.

Peonies, Red, Pink and White.

Rhododendrons, Hybrid, named varieties.

18 to 24 inches to 3 feet.

Boxwood, 3 to 6 inch

4 to 8 inch

6 to 10 inch

8 to 12 inch

10 to 15 inch

10 by 8 inch

12 by 8 inch

12 by 12 inch

STANDARD ROSES, Fine Stock,  
(Hardest Varieties)

Azalea Amoena, 10 to 12 inch diameter.

" Yodo-gawa, 15 to 15 inch diameter.

" " 18 to 18 inch diameter.

FOR LINING OUT

Retinospora Plumosa, 8 to 12 inches.

" Plumosa Aurea, 6 to 10 inches.

" Squarrosa Veitchei, 8 to 12 inch.

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Dependable Brands

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All Hardy Varieties in Case Lots, 8-9", 200 per  
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NATURAL, 5-12 ft. Japanese or Domestic  
DYED GREEN in 18" to 4 ft. sizes

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FRENCH FRUIT and ROSE STOCKS  
PALM SEEDS

ROSA MULTIFLORA JAPONICA SEEDS

*Write for Prices, Specifically Stating Your Requirements*

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## APRICOT—

11/16 and up, 5 to 6 ft.  
9/16 to 11/16, 1 to 5 ft.  
7/16 to 9/16, 3 to 4 ft.

11/16 and up, 4 ft. and up  
9/16 to 11/16, 3 ft. and up  
7/16 to 9/16, 2½ ft. and up  
5/16 to 7/16, 2 ft. and up

## CHERRY—

¾ and up, 4½ to 6 ft.  
⅝ to ¾, 4 to 5 ft.  
½ to ⅝, 3 to 4 ft.  
⅓ to ½, 2 to 3 ft.

11/16 and up  
⅝ to 11/16  
½ to ⅝

11/16 and up, 4 ft. and up  
9/16 to 11/16, 3 ft. and up  
7/16 to 9/16, 2½ ft. and up  
5/16 to 7/16, 2 ft. and up

## PEACH—

11/16 and up, 5 to 6 ft.  
9/16 to 11/16, 4 to 6 ft.  
7/16 to 9/16, 3½ to 5 ft.  
5/16 to 7/16, 3 to 4 ft.

4½ ft. and up  
3½ and up  
3 ft. and up  
2 ft. and up

## PEAR (Standard)—

¾ and up, 5 to 6 ft.  
⅝ to ¾, 4 to 6 ft.  
½ to ⅝, 4 to 5 ft.  
⅓ to ½, 3 to 4 ft.

11/16 and up  
⅝ to 11/16  
½ to ⅝

11/16 and up, 4½ ft. and up  
9/16 to 11/16, 3½ ft. and up  
7/16 to 9/16, 3 ft. and up  
5/16 to 7/16, 2 ft. and up

## PEAR (Dwarf)—

¾ and up, 3½ to 5 ft.  
⅝ to ¾, 3 to 4 ft.  
½ to ⅝, 2½ to 3 ft.  
⅓ to ½, 2 to 3 ft.

⅝ and up

⅝ and up  
½ to ⅝  
⅓ to ½

## PLUM—

2 yr. ¾ and up, 5 to 6 ft.  
⅝ to ¾, 4½ to 6 ft.  
½ to ⅝, 4 to 5 ft.  
⅓ to ½, 3 to 4 ft.

11/16 and up  
⅝ to 11/16  
½ to ⅝

11/16 and up, 4½ ft. and up  
9/16 to 11/16, 3½ ft. and up  
7/16 to 9/16, 3 ft. and up  
5/16 to 7/16, 2 ft. and up

## QUINCE—

⅝ and up  
½ to ⅝  
⅓ to ½

*Tying.* 11-16 and 9-16 grades shall be tied in bundles of *ten*. 7-16 and 5-16 grades shall be tied in bundles of *twenty*. Each bundle shall be plainly marked with *two* copper-wired labels.

All grades shall be of fair shape, branched, well-rooted, caliper to govern and measurements taken two inches from the crown or bud. Some exceptions to the grades named may be made on such varieties as are known to the trade to be light growers, but such exceptions should be so stated in all trade lists as issued.

SMALL FRUITS. Age, state in years, with methods of propagation.

*Quality or Grade*, per general rules as they apply.

## C. STANDARD DISCLAIMER OR WARRANTY CLAUSES

A clear understanding of contract between buyer and seller promotes permanent business relations. There is no other class of merchandise over which the seller has less control of results than horticultural products. Two forms of disclaimer have been quite commonly used and are given below for consideration. Just what responsibility the seller of nursery products should assume, both morally and technically is a subject of grave importance and must be worked out.

*Sample Warranty Clauses*

1. *We give no warranty express or implied as to description, quality, productiveness or any other matter of nursery stock, seeds or plants or bulbs we sell.*

2. *If any nursery stock, etc., proves untrue to description under which it is sold, seller shall be liable to the purchaser only and to no greater extent or amount than the purchase price of such nursery stock, etc., and the seller except for the aforesaid agreed liability and in respect to such purchased nursery stock, etc., gives no warranty express or implied as to description, quality, productiveness nor any other matter.*

Among many cases on record proving the legality of the above clauses are the following: *Kelley vs. Lum*, 75

*Wash. 135; Ross vs. Northrup King, Wisconsin Supreme Court, 144 N. W. Reporter 1124; Blizzard Bros. vs. Crary Canning Co., 152 Iowa 257; Seattle Seed Co. vs. Fuzimori*, 79 *Wash. 123.*

## D. UNFAIR COMPETITION, BRIBERY AND GRAFT

Graft giving and receiving exists in the nursery business just as it does in most if not all other businesses. Many states have drastic legislation against it, and in some the giving or taking of a bribe is a felony. The nature of the felony is such however that it is extremely difficult to secure convictions, both parties to the transaction being equally guilty.

The giving of gratuities to employees is done to induce them to buy or overbuy or accept inferior products, etc., and is perhaps the most dishonest and contemptible form of unfair competition. The honest retail nurseryman and seedman is most seriously handicapped by his unfair competitor, and it is quite time a higher standard of honesty should be compelled by nurserymen as an organization.

There are many kinds of unfair competition practiced, as in advertising descriptions, etc., and we believe the time has come for the nurserymen to take a definite stand on this subject and to appoint a special committee on "Unfair Competition, Bribery and Graft" to investigate and report with specific recommendations.

On June 1, 1922, H. R. 10159, "A Bill to further protect interstate and foreign commerce against bribery and other corrupt trade practices," was passed by the House of Representatives and is now before the Senate Committee on Interstate Commerce. The evidence submitted by the proponents of this bill is a terrible indictment of business practices in America.

This bill is being backed by the Unfair Competition Bureau of the Paint and Varnish Industries and its passage is being urged by forty-three other leading national business organizations including advertising, paper and pulp, ship service, surgical, furniture, insecticide, leather belting, music, paint, roofing, hardwood lumber, wholesale grocery, textile, machinery and many other industries.

We recommend that the American Association of Nurserymen join in support of the passage of this bill and that immediate steps be taken to make such support felt in Washington thru our proper representatives.

## E. ADDITIONAL SPECIFIC RECOMMENDATIONS FOR FURTHER ACTION

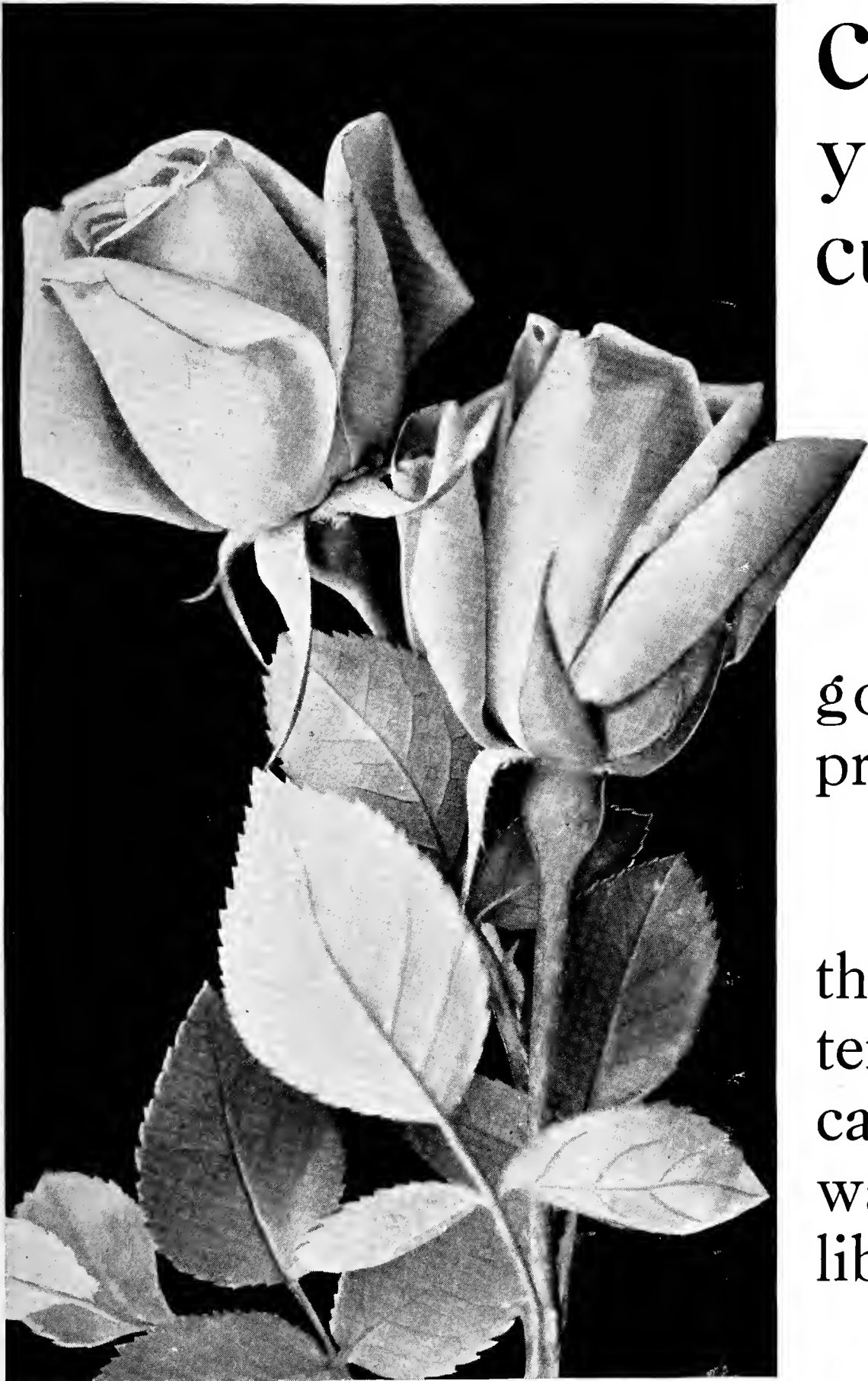
1. That the name of this committee shall be "Committee on Standardization of Horticultural Trade Practice."

2. The establishing of a "Joint National Committee on Standardization of Horticultural Trade Practice."

3. That the work of drawing up a code or set of rules for nursery trade practice be continued: Other duties of such a national committee to be the preparation of rules for the registration of names of new horticultural varieties; defining, considering and adjudicating questions of nursery practice as they arise.

4. The adoption of a code for naming of horticultural varieties for guidance of nurserymen, plant breeders and

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#### Fruit Tree Stocks

APPLE, American grown, No. 1 and No. 2, straight and  
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PEAR, FRENCH GROWN STOCKS; Mahaleb, Mazzard,  
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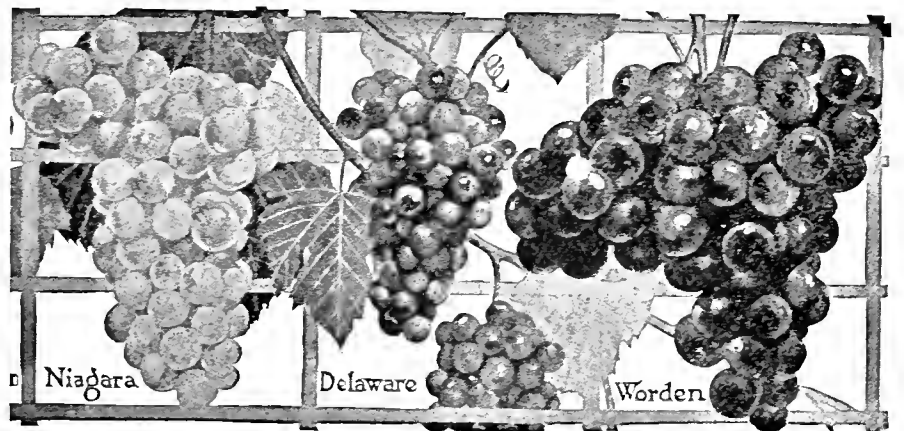
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| Surplus |    | Shrubs and Roses |

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## RAFFIA

The cheapest and best material for Budding and Tying is RAFFIA. We can ship promptly. Standard Brands:—RED STAR, X. X. SUPERIOR, A. A. WESTCOAST.  
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others introducing plants. This may properly be referred to the American Joint Committee on Horticultural Nomenclature.

5. Earnest consideration on the matter of establishing an "American" or "National Horticultural Council" or "National Horticultural Chamber of Commerce" with representatives from all horticultural interests, amateur and professional to consider horticultural practice along and above lines with suitable sub-committees. Such a council might assume the duties of the Joint National Committee on Standardization of Horticultural Trade Practice in our second recommendation. Such a National Council or Chamber would represent all American horticultural interests in matters of legislation, transportation, etc.

*(One of the greatest difficulties in carrying out uniform trade practice in the horticultural world is the fact that different horticultural interests such as nurserymen, florists, seedsmen, market gardeners, fruit growers, landscape architects, horticultural writers, plant breeders, private gardeners, park officials and many others, have been working thoughtlessly or selfishly along their own particular lines and mutual interests even if comprehended have been ignored.)*

It is certain that the time has come when action as above recommended must be taken by some one. The work of the American Joint Committee on Horticultural Nomenclature shows that it is possible to accomplish great results through co-operative effort of those in different horticultural pursuits.

It is only through such a national council or committee representing all leading horticultural interests that the best results would come; it must be a broadly representative body to have its action carry the weight of authority.

6. Other matters for consideration by the Committee on Standardization to be reported on in its next report.

(a) Alphabetical List of Trade Terms used in Nursery and Horticultural Practice with their Abbreviations.

(b) Color Chart or Methods for Standardizing the Descriptions of Colors in Horticulture.

(c) Standard Symbols for Certain Plant Descriptions as for Biennial, Annual, Male, Female, Fertile, Pistillate, etc.

(d) Rules for Grading Roses, Bulbs and Seeds.

(e) Packing, Shipping and Material Standards with Rules and Decisions.

Respectfully submitted,

Harlan P. Kelsey, Chairman.

John Dayton.

John Fraser.

Charles J. Maloy.

E. S. Welch.

Committee on Standardization of Horticultural Trade Practice

#### FUTURE BUSINESS

There are no serviceable statistics available to nurserymen and growers to tell the amount of various lines of nursery stock that are being grown and is likely to be available during the next several years. The nursery-

man has to guess to a very large extent, what will be most likely to find a market, and propagate and plant accordingly. It would be of extreme value if it was better known what amount of different items were planted each year, in different parts of the country.

Such information would help very much in the making of the planting budget. It is not likely however it would do away with the brush pile or cheap surpluses. There would always be those who would try to make a killing, by growing a huge quantity to undersell the market.

As near as it could be discovered at the convention, where so many nurserymen met together from different parts of the country, the general impression seemed to be, a shortage for some years in certain lines and grades of nursery stock and strong indications there will be a surplus in others.

These opinions were about what the conditions, due to the war, and Quarantine 37 would naturally lead one to expect. All those items, for which we used to depend upon the propagators and growers in the old country, will naturally be short for quite a while, or until such times as the American propagators and nurserymen begin to produce in this country, and this means that many kinds of choice evergreens, Magnolias, Azalias, Rhododendrons and such like, in large sizes will be almost unobtainable. Large evergreens of the commoner types will also be scarce in large sizes due to the restricted propagation from 1914 to 1918; but there is liable to be surplus in the smaller grades. This is also true of shade and ornamental trees. For the next three or four years even such kinds as the common Norway maple is not likely to be in surplus in grades from 1½ to 3 inches caliper.

Such items as Japanese Barbery and California Privet in the larger grades are likely to be very scarce next spring but according to the quantity that is being planted in the last two seasons, the smaller grades are extremely plentiful. The same conditions exist in the fruit tree industry. Any plant whose production was affected by the war and the labor conditions following it and which takes more than three years to produce the plant including the stock if these were a necessary part of the process, will be scarce and high priced.

It will be a pretty safe rule for the next few years to figure back to the year 1919 and if the plant or grade could not be raised since that period it is hardly likely to be very plentiful or low priced; but it is also true that anything that could be raised since that time is likely to be in good supply and many lines over done.

To offset this we have no means of measuring a possible future consumption or to know what the future has in store. It is possible the increase in population since 1914 and general progress will demand a greater one than we have any idea of, and that the efforts being made towards market development will increase the consumption very materially.

In studying conditions in individual locations and the general trend of building and interest in horticulture and the continual increasing consumption of fruit, will produce a demand for nursery products that will prevent any slump, such as those of a pessimistic nature expect.

# FRUIT TREE SEEDLINGS and ROSE STOCKS

WE CAN STILL OFFER FOR LATE FALL SHIPMENT, SUBJECT TO PROMPT CONFIRMATION BY THE GROWERS, IN ALL GRADES, ONE YEAR SEEDLINGS OF

Mahaleb Cherry

Mazzard Cherry

Myrobolan Plum

Crab Apple and Pear, straight or branched roots.

Paradise Apple, transplants or layers.

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Manetti Rose Stocks, (5-10 and 3-5)

Multiflora Rose Stocks (5-10 and 3-5)

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## We Can Furnish in Time for Fall Packing

Waste Excelsior, No. 1 Excelsior

Safepack Paper (The best Waterproof Paper made).

Twines of any kind.

Rag Paper, Kraft Paper, Wrapping Paper.

Orders for Waste Excelsior and Safepack taken now for spring delivery.

*Samples and Prices Sent Promptly*

**CHARLES IRWIN**

31 Exchange St., Room 306.

ROCHESTER, NEW YORK.

## CALIFORNIA PRIVET

Asparagus

Rhubarb

Cumb. Raspberry

Well Rooted, Vigorous Plants

## PEACHES in Assortment

Apple Buds and Grafts

Barberry Thun.

A Good Supply of

Hydrangeas, Deutzia, Spirea, Evergreens  
and Shade Trees

*Prices Right*

**THE WESTMINSTER NURSERY**  
Westminster, Md.

## Box-Barberry Went Over the Top this Season

Is there any wonder when it possesses the following qualities:

- 1—Absolute hardiness.
- 2—Ability to withstand severe shearing.
- 3—Uniformity in growth and habit.
- 4—Attractive autumn foliage effect.
- 5—Freedom from disease and insect attack.

We sold over 100,000 Box-Barberry on a Convention floor in Detroit.

Advertising in the leading horticultural journals will continue which will help your sales.

Orders for lining out stock now being booked.

**WOODMONT NURSERIES, INC.**

The Elm City Nursery Co.

New Haven, Conn.

## COMMERCIAL NURSERY CO.

GROWERS OF HIGH-GRADE NURSERY STOCK

We specialize in June Bud Peach and will have a good supply of general nursery stock ready for Fall trade. Grown at our nursery, Decherd, Tenn.

We offer from our branch nursery, Monticello, Fla., good selection of Budded and Grafted Pecans, Japan Persimmon, Fig, Mulberry. Write us,

**Decherd, Tennessee**

## PEACH SEED

Plant Tennessee Natural Peach Seed,  
1921 Crop

WILL BE GLAD TO QUOTE PRICES

**SOUTHERN NURSERY CO.**  
Winchester, Tenn.

LATHAM RASPBERRY

(Minnesota No. 4)

The Late Red Raspberry Supreme

Send for our prices on this and other revolutionizing originations of the Minnesota State Fruit Breeding Farm.

The Daniels Nursery : : Long Lake, Minn.

**Standard and Half Standard Roses** In Excellent Varieties,  
For Fall Delivery.

**KOSTER & CO.**

-:-

-:-

**Bridgeton, N. J.**

When writing to Advertisers please mention the National Nurseryman.

There is just as much reason to think, that while there may be adjustments in prices based on cost of production, as well as supply and demand, that the future holds a steady reasonable profitable business for the nursery trade of the entire country.

Editor, National Nurseryman,  
Flourtown, Pa.

My dear Mr. Hemming:

I have just opened your July number of the National Nurseryman, and noted the article pertaining to my "careless handling" of the reputation of the Harrison Nursery Company of Berlin, Md. In a case like this I feel that "every knock is a boost," because we have had so much difficulty with this company—not alone in Pennsylvania, but, as you will recall, in Indiana and West Virginia—for sending out diseased stock, and stock untrue to name, over a period of several years. Had the Pennsylvania instance been an isolated case, it would have been very different, but we state officials have just about reached our limit of endurance and patience with this firm, which refuses to explain such misdeeds in the conduct of their business.

I contend that the Association was not placed in any embarrassing position at the time of the hearing, because I furnished sworn affidavits of the seriously diseased condition of the trees shipped to one of our large growers in our principal fruit district. This affidavit bore evidence to the fact that four official experts of this Department, and two experts from the Pennsylvania State College accompanied by the County Agent of the County, were present at the time of inspection of these trees. One lot, approximately 2,500, plainly showed 90 per cent of Crown Gall and Hairy Root infection. Furthermore, if the State of Pennsylvania was willing to permit its officials to travel beyond state lines more readily on the condition of such questions arising, as came before your Grievance Committee, I would have been pleased to have appeared personally.

I wish to thank you for the way in which you have treated the whole matter in your paper, because it reflects your attitude toward honest grading of diseased stock to the state officials and inspectors of the whole country. I really feel that the injury accrues to your paper rather than to the standards which I am trying to uphold.

You may be advised that I took this matter up with Mr. Harrison in person in the presence of the Maryland official, at the time of the hearing on Quarantine 37 at Washington, and Mr. Harrison had practically no excuse or reasons to offer for this miserable shipment beyond state lines.

There is only one course left for the state officials when warnings and pleas are powerless, and that is, to refuse issuance of the license, which would be much more serious than the charges which we have made.

Yours very truly,

J. G. SANDERS,  
Director, Bureau of Plant Industry.

## THAT WHICH PERSISTS

One of the common little adventures of a countryside ramble is to come upon some abandoned cellar hole. The house which once stood there was perhaps destroyed by fire years ago and has been forgotten. Nothing remains now to tell the tale but the empty, gaping excavation in which young birches and tall Joe-Pye weeds have taken root, and the crumbling underpinning. The remains of an old chimney, perhaps, suggest something of the life that was.

Inevitably there will be found beside the sunken door-stone some old flowering shrub—a lilac, most likely. Tiger lilies still bloom beside what was once a path to the road. Johnny-jump-ups, those hardy little reverted pansies, show where there was once a flower bed, with perhaps a sweet-william or two whose roots have survived the vicissitudes of time.

The life of the house has departed. All the dreams and plans, the labor and the worry have been wiped out. Only that remains which was once tended for no utilitarian purpose but only for its beauty, lovingly tended by hands now dust.

There is something symbolic about these old flowers. They hide the wounds of frustrated hopes. Love, it appears, lasts longest.—*Collier's Weekly*.

## EXPRESS RATE INQUIRY

An investigation will be made by the Interstate Commerce Commission into the interstate rates and charges whether such rates, applying between points in the United States and between such points and other points in adjacent foreign countries, are unreasonable or otherwise in contravention of the Interstate Commerce Act.

Express companies and common carriers by rail, subject to this act, are made respondents to the proceeding. The respective states, through the governors thereof and the state regulatory bodies, have been notified of the investigation, the date of which will be announced later by the Commission.

Frank P. Daniels, proprietor of the Daniels Nursery, Long Lake, Minnesota, writes "There has been a revolutionizing development taking place in the past few years at the Minnesota State Fruit Breeding Farm. Raspberry and strawberry growing have been greatly changed in the northwest by the new varieties sent out from there, and the Japanese Americana plum crosses are going to entirely change the plum map of the northwest and will undoubtedly make changes in the lists of varieties grown in the east."

T. H. Cobb, of the Chase Bros., Co., Rochester, N. Y., was visiting nurseries recently in the vicinity of Philadelphia. It was his first visit to this section. He thoroughly enjoyed it. Mr. Cobb is one of those young nurserymen who is evidently interesting himself in the broader aspects of the trade and which form leaders in the future.



For December or February Shipment From France We Offer

## FRENCH FRUIT and ROSE STOCKS

in a full assortment of sizes

Pears, Apples, Mahaleb, Mazzard, Myrobolan, Quince, Manetti, Multiflora, etc.

*Grown and Exported by*

**VINCENT LEBRETON'S NURSERIES, ANGERS, FRANCE**

whom we have represented as sole U. S. Agents for 20 years—which insures best grading, packing and shipping service. Well ripened stocks. Write for prices, specifically stating your requirements.

**McHUTCHISON & CO. 95 Chambers St. - New York**

### For FUMIGATION With HYDROCYANIC ACID GAS "CYANEGG"

Sodium Cyanide in egg shape, each egg weighs as near one ounce as possible. Destroys scale insects on Fruit Trees, Nursery Stock, Plants under glass and in Greenhouses.

Manufactured in U. S. A. by

**The Roessler & Hasslacher Chemical Co.**  
709-717 Sixth Avenue - - New York, N. Y.

### Vincennes Nurseries

W. C. Reed & Son, Prop., Vincennes, Ind.

OFFER FOR FALL 1922 SPRING 1923

Cherry, 2 Year, all sold

Cherry, One Year, 11/16 up

Cherry, One Year, 9/16 to 11-16

Cherry, One Year, 7/16 to 9/16

Cherry, One Year, 2 to 3 feet

Keiffer Pear, 2 Year, all grades

Peach, One Year, Leading Varieties

Plum on Plum, 2 Year, European and Burbank

Hansen Hybrids, 2 year, on American Roots

Plum and Apricots, One Year, on Peach

Gooseberry, One and Two Year

Our Blocks of One Year Cherry are largest in the U. S.

Grown on New Land. Buy Early and be assured of a supply.

### BERBERRY SEEDLINGS

(OUR SPECIALTY)

Ampelopsis Veitchii—Seedlings, Transplants.

Ibota Private Seedlings.

Let us quote on your requirements

**C. E. WILSON & CO.**

Manchester - - Conn.

### TREE AND SHRUB SEEDS

I have just issued an advance Price List on such seeds as can be offered at this time. It contains a large assortment and I am sure will interest you. Send for a copy.

If you want some real 1922 crop NATURAL PEACH PITS write for my prices.

**THOMAS J. LANE**

SEEDSMAN

DRESHER, PA., U. S. A.

### LANDSCAPE PHOTOGRAPHS

Every Landscapeman should use our photos when soliciting landscape orders. Our views are doing fine for many nursery firms. Start now using them. Our numbered circular sent free on request.

**B. F. CONIGISKY**

227 N. Adams St., Peoria, Ill.

### PEACH PITS

The Howard -- Hickory Co.

Hickory - - N. C.

## LABELS FOR NURSERYMEN

**THE BENJAMIN CHASE CO.**  
DERRY N. H.

## ACRES OF PAEONIES

The West is a large country and they do things in a large way. There is hardly need to import Paeonies from Europe when they can be grown in such profusion as they are in South Dakota.

On Sunday, June 4th, an affair of much interest to the floral and nursery world took place at the 27 acre Peony Farm of the Gurney Seed and Nursery Company of Yankton, South Dakota. Amid the nodding heads of a hundred thousand flowers one of South Dakota's daughters was married to a sun-browned farmer of the Sunshine State.

It was a setting more gorgeous than any prince or millionaire has ever had in which to solemnize his nuptials, and the opinion of the thousands of guests was that the bride was a jewel that fit well in the setting.

The bride is now Mrs. Miller, formerly Miss Wilhelm. Both are residents of Wagner, S. Dak.

This wedding was an auspicious beginning of "Peony Week" at the Field. This paradise of flowers had its guardian angels removed and the gates thrown open to the public. No one went away without his bunch of fragrant beauties. A conservative estimate of the attendance would be around 10,000 folks aside from the local people. They came from South Dakota, Nebraska, Iowa, Minnesota and Montana. Transients almost invariably took in the field as a point of interest not to be overlooked.

On the whole, "Peony Week" was a complete success and gave everyone concerned no little pleasure. A large percentage of this was pleasure obtained by the delight of the "Boys of '61" who were in convention at Yankton. They were sent home loaded with buds that kept warm memories in their hearts.

## FRUIT TREE STOCKS

THE BEST THE CHEAPEST

APPLE—Including Doucin and Paradise

PEARS—Quince

CHERRY—Mahaleb and Mazarin

PLUM—St. Julien, Myrabolan and Marianne

ROSA CANINA—Laxa, Polyantha and Manetti

If Already Ordered—Please Order Again

If Not—Please Send Us a Trial Order

Please State Quantities and Sizes You Want.

Cheapest Offer Will Be Sent You By Return

**JAN G. KLOOSTERHUIS**

POMONA NURSERIES

GASSELTE : : HOLLAND

## NEW JERSEY NURSERYMEN'S ASSOCIATION

The New Jersey Nurserymen's Association will hold their summer meeting at Dreer's, Riverton, N. J., August 8th.

The business session is called for ten o'clock to discuss the scope and functions of State associations as related to the Eastern and National Associations.

The afternoon will be devoted to looking over the Dreer plant and nurseries and those of T. E. Steel, Palmyra, N. J.

All members of the New Jersey and Pennsylvania nurserymen's associations are invited to attend.

FRED D. OSMAN, *President*.

New Brunswick, N. J.

## CITRUS CANKER

Because of the discovery recently of a pocket of infection of citrus canker near Davie, Florida, Congress made a supplemental appropriation of \$100,000 in addition to the regular appropriation of \$30,000 to fight the disease in the Gulf States. Since the disease is easily spread from orchard to orchard by men working in them, careful inspection is necessary and much of the appropriation will be spent for this purpose.

To date in this outbreak 14 properties in Florida have been found infected with a total of about 750 diseased trees. These orchards, together with the discovery this season of a few infected spots in Alabama and Mississippi, have emphasized the necessity of continuing the inspection work on a more adequate scale throughout the present season and probably for a longer period.

## EVERBEARING STRAWBERRY PLANTS

If you need Everbearing strawberry plants to fill spring orders or if you wish to increase your planting in nurseries, we can supply you with genuine PROGRESSIVE Everbearing plants, guaranteed to be TRUE TO NAME and handled so as to reach you in best of growing condition. Write for prices.

We have been growing and breeding the Everbearing strawberries for the past eight years and have many new varieties growing in our experimental grounds that are not yet for sale. We invite a personal visit to our grounds during fruiting season, preferably during August or September. The latch string is always out.

THE GARDNER NURSERY CO., Drawer 103, Osage, Iowa.

## FOR SALE

## FOR SALE

Established Nursery. Wonderful opportunity. Gold mine for practical man, on State road to Boston, 42 miles from New York City. \$36,000.00. Address

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42 Middle St.

Bridgeport, Conn.

ESTABLISHED 1893

## THE NATIONAL NURSERYMAN

INCORPORATED 1902

The only Trade Journal devoted exclusively to the interests of growers and dealers in nursery stock.

Edited by a practical nurseryman, Ernest Hemming, Flourtown, Pennsylvania, to whom all correspondence pertaining to the Editorial Department, should be addressed.

Nurserymen cannot afford to be without a trade paper. The advertising pages, patronized by all leading nurserymen throughout the world, will save many dollars to the subscriber. These pages are a record of the stock offered for sale.

SUBSCRIPTION PRICE \$1.50 per year in advance.

FOREIGN SUBSCRIPTIONS \$2.00 per year in advance.

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Subscribers to "Nurserymen's Fund for Market Development."

HATBORO, PENNA.

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**Retinosporus Pisifera, Squarosa Veitchii**

Per 100 and per 1000

**AUDUBON Nursery, H. Verzaal, Prop., P. O. Box 275, Wilmington, N. C.**

FRUIT TREES—Pear, Plum, Peach, Apple and Cherry.  
 SMALL FRUIT—Raspberry, Blackberry and Currants.  
 FINE LOT OF GRAPES—Concord, Agawam, Salem, Wyoming Red, Brighton, Worden, Niagara and Delaware 1 year No. 1, and some varieties 2 year No. 1.  
 SILVER MAPLE—Sizes 1 to 4 in.  
 NORWAY MAPLE—Sizes 1½ to 4 in.  
 CUT LEAF BIRCH, EUROPEAN SYCAMORE  
 Fair Assortment of Shrubs, Spirea, Hydrangea, Etc.

**H. J. CHAMPION & SON**

PERRY, OHIO

**Leavenworth Nurseries, Carl Holman, Prop.**

LEAVENWORTH, KANSAS

GOOSEBERRIES CURRANTS BLACKBERRIES  
 CLEMATIS PANICULATA PEONIES ASPARAGUS  
 For Fall Delivery. Write for Prices.

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 Publishing Co.  
 Hatboro, Pa.

**Specialists in Nursery Printing**

Ask for Prices.

We are the printers of this Magazine

\*\*\*\*\*  
 \* STRAWBERRY PLANTS, STANDARD and EVERBEARING \*  
 \* LUCRETIA DEWBERRY, all tip plants. \*  
 \* ASPARAGUS, 1 year old roots. \*  
 \* My quality and prices justify a part of Your Patronage. \*  
 \* Let us talk it over. \*  
 \* V. R. ALLEN \*  
 \* SEAFORD, DELAWARE. \*  
 \*\*\*\*\*

**LET US SUPPLY YOUR WANTS**

ABELIA GRANDIFLORA  
 APPLES  
 AZALEA INDICA AND HINODEGIRI  
 BERBERIS THUNBERGII  
 BIOTA AUREA PYRAMIDALIS  
 BUDDLEIA DAVIDII MAGNIFICA  
 CAMPHOR, 2½" POTS  
 DEUTZIAS  
 FICUS REPENS  
 LAUROCERASUS CAROLINIANA  
 LIGUSTRUM JAPONICUM, LUCIDIUM  
 AND NEPALENSE  
 MAGNOLIA GRANDIFLORA  
 MULBERRIES—IN VARIETY  
 NANDINA DOMESTICA  
 OSMANTHUS FORTUNEI  
 PITTISPORUM TOBIRA  
 RETINOSPORA—IN VARIETY  
 RHYNCHNOSPERMUM  
 CLIMBING ROSES—Budded and Own Roots  
 SPIRAEA—IN VARIETY  
 SCUPPERNONGS  
 THEA BOHEA  
 VIBURNUM TINUS

A Fine Stock of Hackberries, Tulip Poplars, Sycamore  
 and Elms

**FRUITLAND NURSERIES**

Successors to P. J. BERKMANS CO.

**AUGUSTA, GA.**

P. O. Box 9100

Established 1856

**M. KOSTER & SONS**BOSKOOP,  
HOLLAND

offer to grow on contract

**MANETTI**and other stocks  
for the American trade.**WANTED****WANTED**

Experienced Nursery Salesman, capable of handling high-class trade, large estates, etc. State references.

**LOUISVILLE NURSERIES**

St. Matthews, Ky.

**WANTED**—A man with good executive ability, and knowledge of ornamental plants and their handling to take charge of our Ornamental Department. American preferred. Write us stating experience and salary wanted.

**THE BARNES BROS. NURSERY CO., YALESVILLE, CONN.****AMERICAN FLORIST'S TRADE DIRECTORY***New Edition Price \$5.00, Postpaid*

For Sale by

**NATIONAL NURSERYMAN PUB. CO., Inc.**

HATBORO, - - - PA.

**Ozark Mountain Grown Trees**

Berry Plants, California Privet, Peach Pits, etc.

**PARKER BROS. NURSERY COMPANY**

THE FAYETTEVILLE NURSERIES

FAYETTEVILLE, ARKANSAS

With well-developed Root Systems. Will please your customers. Let us quote you on Peach, Apple, Plum, Apricot,

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# Bobbink & Atkins

Nurserymen and Florists

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GENUINE  
Carolina Peach Pits  
1921 Crop

J. Van Lindley Nursery Co.  
Pomona, N. C.

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(Established 1841)

The BEST and OLDEST horticultural paper in  
England. Price 6½d per week.

Send for free copy and subscription rates to:—

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W. C. 2, London, England

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Wishing to do business with Europe should send for the

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This is The British Trade Paper being read weekly by all Horticultural traders. It is also taken by over 1000 of the best Continental houses. Annual subscriptions to cover cost of postage, \$1.50. Money orders payable at Lowdham, Notts. As the H. A. is a purely trade medium applicants should, with the subscription, send a copy of their catalogue or other evidence that they belong to the nursery or seed trades. Address

HORTICULTURAL ADVERTISER, Ltd.  
Lowdham, Notts, England

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A WIDE-AWAKE PAPER FOR

NURSEYMEN, FLORISTS AND GARDENERS

Contains special features not found in any other trade journal.

Issued twice a month.

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RUTHERFORD, NEW JERSEY  
Palms and Greenhouse Stock, Roses in Bush, Standard or Tree Form, Evergreens, Trees and Perennials.

Boxwood, Rhododendrons, Andromedas, Ericas, Azaleas,  
Japanese, Ghent, and Mollis. Send Us Your Want List.  
Inspect Our Stock.

## SCARFF'S NURSERY

Headquarters for  
Small Fruit Plants  
and LINING OUT STOCK

|              |                   |                      |
|--------------|-------------------|----------------------|
| Strawberries | Grape Vines       | Horseradish          |
| Raspberries  | Privet            | Asparagus            |
| Dewberries   | Spirea            | Rhubarb              |
| Blackberries | Hardwood Cuttings | Barberry Seedling    |
| Elderberries | Iris              | Althea Seedling      |
| Currants     | Mulberries        | Calycanthus Seedling |
| Gooseberries | Sage              |                      |

Our list quotes lowest prices.

W. N. SCARFF & SONS  
NEW CARLISLE - - OHIO

A Fine Stock of

Norway Maple, Silver Maple, European Sycamore

and other Ornamental Trees in All Sizes

A beautiful lot of CUT LEAF BIRCH 8-10 ft. and 10-12 ft.

Hardy Shrubs of all kinds

Also a limited supply of Fruit Trees and Small Fruit Plants.

T. B. WEST

Maple Bend Nursery

Perry, Ohio

### CHARLES DETRICHE & SON

ANGERS, FRANCE

Growers and Exporters of Fruit Tree Stocks,  
Forest Tree Seedlings, Rose Stocks, Shrubs and  
Conifers for Nursery Planting.

For all information as to Stocks, Prices, terms, etc., address

JACKSON AND PERKINS COMPANY,  
(Sole Agents)

NEWARK - - NEW YORK

### Native Broad-leaved EVERGREENS

Ornamental Trees, Shrubs, Vines, Woody and Herbaceous  
Plants of the Blue Ridge Mountains, including: *Kalmias*,  
*Rhododendrons*, *Leiophyllums*, *Andromedas*, *Tsugas*,  
*Azaleas*, *Corylus*, *Oxydendron*, *Zanthorhiza*, *Ampelopsis*,  
*Lonicera*, *Shortia*, *Iris*, *Liliums Stenanthium*.

Approximately 500 species

Collections to Order in Carlots a Specialty  
Correspondence from large planters solicited.

ASK FOR PRICE LIST

E. C. ROBBINS, PINEOLA,  
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North Carolina

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Largest assortment in New England. Evergreens, deciduous trees, both common and rarer varieties. Sturdy, choice stock that can be depended upon. Send for catalog and special trade prices.

The Bay State Nurseries  
North Abington  
Mass.

#### SHRUBS

This New England soil and climate produce fine sturdy shrubs. Special trade prices. By the thousands, hardy Native and Hybrid Rhododendrons—transplanted and acclimated. Send your lists let us est.



# YES

We still have a  
large stock of

## EVERGREENS

Including a good  
supply of the scarce  
medium sizes.

Trees and Shrubs also.

We are headquarters  
for Taxus Canadensis,  
Pinus Mughus, Rhodo-  
dendron Carolinianum  
and Azalea Kaempferi.

**FRAMINGHAM NURSERIES**  
Framingham, Mass.

# NURSERY BANDS

Manufacturers of

## STEEL BOX STRAPPING

FOR

## NURSERY PURPOSES

AN ESSENTIAL TO FINISH YOUR JOB

AT A NEGLIGIBLE PRICE.

STANDARD SIZES USED BY NINETY  
PERCENT OF THE NURSERY TRADE ARE  
8 in. X 1 in. AND 12 in. X 1 in.

ANY SIZE CAN BE FURNISHED

WRITE FOR PARTICULARS

**American Steel Band Co.,**

888 Progress Street,

PITTSBURGH, PA

## Raspberry, Blackberry

### and other Small Fruit Plants

in large supply

Special prices for fall shipment

**J. T. LOVETT, Little Silver, N. J.**

## TREES SHRUBS EVERGREENS

We extend a cordial invitation to  
the trade to visit us this summer

*It will be a day well Spent*

**Thomas B. Meehan Co.**

Wholesale Nurserymen

Dresher, Penna.

## HILL'S EVERGREENS

FOR LINING OUT

We are now booking orders for Fall 1922 and Spring  
1923 delivery on choice items as follows:

|                       |                          |
|-----------------------|--------------------------|
| Douglas Fir           | Juniperus Sabina         |
| Hemlock               | Juniperus Tamariscifolia |
| Assorted Biotas       | Juniperus Virginiana     |
| Assorted Cedrus       | Juniperus Counarti       |
| Assorted Cupressus    | Juniperus Glauca         |
| Juniperus Canadensis  | Juniperus Schottii       |
| Juniperus Chinensis   | Norway Spruce            |
| Juniperus Pfitzeriana | Colorado Blue Spruce     |
| Juniperus Procumbens  | Austrian Pine            |
| Juniperus Stricta     | Dwarf Mountain Pine      |
| Assorted Arbor Vitaes |                          |

**THE D. HILL NURSERY CO., INC.**

Evergreen Specialists—Largest Growers in America

Box 401

Dundee, Illinois

## FOREST TREE SEEDLINGS AND SHRUBS

We are growing and offer for sale fall 1922, and spring  
1923 Forest Tree Seedlings and Shrubs, and Lining out  
stock, such as Bethula Nigra, Catalpa Speciosa, Cornus  
Florida. Elm, Poplar, Locust, Walnut.

SHRUBS, such as Altheas in varieties, Barberry  
Thunbergii seedlings, Calycan thus, Deutzias, Loniceras,  
California Privet, Amoor River North Privet, Amoor  
River South Privet, Spirea Van Houttii. Write for quo-  
tations.

**FOREST NURSERY COMPANY**

Boyd Brothers,

McMINNVILLE, TENN.

When writing to Advertisers please mention the National Nurseryman.

## FRUIT TREES

### PEACHES—One Year Budded.

|                  |                |
|------------------|----------------|
| Belle of Georgia | Iron Mountain  |
| Brackett         | J. H. Hale     |
| Carman           | Krummel        |
| Champion         | Mamie Ross     |
| Crawfords Late   | Ray            |
| Elberta          | Red Bird Cling |
| Fox              | Rochester      |
| Francis          | Salway         |
| Greensboro       | Slappey        |
| Hiley            | W. H. Cling    |

### PEACHES—June Budded.

|                  |         |
|------------------|---------|
| Belle of Georgia | Elberta |
| Brackett         | Hiley   |
| Carman           |         |

### APPLES—Two Year Budded.

Paragon

### APPLES—One Year Budded.

Albermarle Pippin  
Baldwin  
Ben Davis  
Delicious  
Duchess  
Gano  
Grimes Golden  
Jonathan  
Liveland Raspberry  
McIntosh  
Maiden Blush  
Northern Spy  
N. W. Greening  
Paragon  
R. I. Greening  
Rome Beauty  
Stayman  
Transcendent (Crab)  
Wealthy  
Williams Early Red  
Winesap  
Winter Banana  
Yellow Transparent  
York Imperial

### PEARS—Two Year Budded

Keiffer

### PEARS—One Year Budded

|                  |               |
|------------------|---------------|
| Anjou            | Kieffer       |
| Bartlett         | Seckel        |
| Clapp's Favorite | Winter Nellis |
| Duchess          |               |

### PLUMS—One Year Budded

|              |                   |
|--------------|-------------------|
| Abundance    | Italian Prune     |
| Bradshaw     | Lombard           |
| Burbank      | Red June          |
| German Prune | Shropshire Damson |

### QUINCE—One Year Budded

Orange                  Champion

### CHERRY—One Year Budded

|                 |                |
|-----------------|----------------|
| Bing            | Montmorency    |
| Black Tartarian | Napoleon       |
| Early Richmond  | Yellow Spanish |
| Governor Wood   |                |

### APRICOTS—One Year Budded

Harris

## SMALL FRUITS

### GRAPES—Two Year

|          |               |
|----------|---------------|
| Concord  | Moore's Early |
| Delaware | Niagara       |

### GRAPES—One Year

|          |               |
|----------|---------------|
| Concord  | Moore's Early |
| Delaware | Niagara       |

### BLACKBERRIES—One Year

|               |           |
|---------------|-----------|
| Blowers       | Lawton    |
| Early Harvest | Messereau |
| Eldorado      | Rothbun   |
| French Lawton | Snyder    |
| Iceburg       | Ward      |

### RASPBERRIES—One Year

|            |              |
|------------|--------------|
| Cumberland | Golden Queen |
| Cuthbert   | Londen       |
| Early King | Plum Farmer  |
| Eureka     | St. Regis    |

### CURRENTS—One Year

|               |        |
|---------------|--------|
| Fays Prolific | Wilder |
|---------------|--------|

### GOOSEBERRIES—One Year

|         |          |
|---------|----------|
| Downing | Houghton |
|---------|----------|

### DEWBERRIES—One Year

Lucretia

## MISCELLANEOUS

### ASPARAGUS—One Year

|                   |
|-------------------|
| Conovers Colossal |
| Palmetto          |

### STRAWBERRY PLANTS

All Leading Varieties

### BERBERRY THUNBERGII

6 to 8 inch to 2 to 2½ ft.

### CALIFORNIA PRIVET

6 to 8 inch to 4 to 5 ft.

### BOXWOOD B.—Sempervirens

12 to 18 in. to 30 to 36 inch.

## FLOWERING SHRUBS

Coral Berry  
Carolina Allspice  
Deutzia, Double White  
Deutzia, Pride of Rochester  
Golden Bell, (Asst.)  
Mock Orange, Common  
Spirea, Van Houttei  
Sweet Scented Shrub

## SHADE TREES

Elm, American  
6-7 ft to 12-14 ft.  
Linden, American  
14-16 ft.  
Linden, European  
6-7 ft. to 7-8 ft.  
Locust, Honey  
10-12 ft to 12-14 ft.  
Maple, Ash Leaf  
6-7 ft to 10-12 ft.  
Maple, Norway  
1¾ inch to 4 inch  
Maple, Silver  
6-7 ft. to 14-16 ft.  
Oak, Pin  
5-6 ft. to 10-12 ft.  
Plane, Oriental  
1¾ inch to 4 inch  
Poplar, Carolina  
6-8 ft to 8-10 ft.  
Poplar, Lombardy  
7-8 ft to 14-16 ft.  
Poplar, Tulip  
10-12 ft. to 12-14 ft.  
Walnut, Black  
5 to 6 ft. to 6 to 7 ft.

## EVERGREENS

Arborvitae, American  
2-3 ft. to 10-12 ft.  
Arborvitae, Chinese  
4-5 ft. to 8-10 ft.  
Cedar, Blue Virginia  
7 to 8 ft.  
Cedar, Red  
7-8 ft to 10-12 ft.  
Fir, Cephalonian  
5-6 ft. to 8-10 ft.  
Hemlock, Canadian  
3-4 ft to 8-10 ft.  
Juniper, Schott's  
7 to 8 ft.  
Pine, Austrian  
4-5 ft to 6-7 ft.  
Pine, Scotch  
4-5 ft. to 6-7 ft.  
Pine, White  
4-5 ft. to 6-7 ft.  
Retinospora, Golden Pea-fruited  
7-8 ft. to 8-10 ft.  
Retinospora, Japanese Pea-fruited  
6-7 ft. to 8-10 ft.  
Retinospora, Jananese Plumelike  
5-6 ft. to 7-8 ft.  
Retinospora, Veitch's Japanese  
7-8 ft. to 8-10 ft.  
Spruce, Douglas,  
3-4 ft. to 5-6 ft.  
Spruce, Norway  
2-3 ft. to 10-12 ft.  
Spruce, Oriental  
4-5 ft. to 6-7 ft.

# HARRISONS' NURSERIES

J. G. HARRISON & SONS, Proprietors

Berlin,

Maryland



# THE NATIONAL NURSERYMAN



SEPTEMBER 1922

RECEIVED  
SEP 7 1922

Published Monthly at Hatboro, Penna., U. S. A., in behalf of the Trade Interests of Nurserymen, Seedsmen and Plant Growers in General

## THE MONROE NURSERY

Established 1847.

Offers a Fine Stock of  
**SPECIMEN EVERGREENS,  
FRUIT AND ORNAMENTAL  
TREES AND SHRUBS**

Will be pleased to quote on your list of wants

**I. E. Ilgenfritz' Sons Co.**

Monroe, Mich.

Manufacturers of The I. E. Ilgenfritz' Sons Co.'s Celebrated  
Graft and Stock Planter and Firmer

## Mount Arbor Nurseries,

E. S. WELCH, Pres.

**SHENANDOAH, IOWA.**

### OUR SPECIALTY

A Complete Assortment of General Nursery  
Stock

**WE DESIRE TO CALL SPECIAL ATTEN-  
TION TO THE FOLLOWING:**

Apple and Japan Pear Seedlings  
(American Grown)

French Fruit Tree Stocks

Pear, Standard and Dwarf, two years

Elm, American White, car lots

**PRIVET, AMOOR RIVER, NORTH, TWO  
YEARS.**

Spirea Van Houtte, choice stock

Roses, Climbing, H. P. and H. T.

We have put in 15 acres of overhead irrigation system  
for the better production of Shrubs, Roses, Perennials  
and Evergreens.

We are always pleased to quote  
prices and to answer inquiries.

## Buntings' Nurseries

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Selbyville

Delaware

OFFER FOR DELIVERY

Fall 1922

**GRAPE VINES**

**PEACH TREES**

**APPLE TREES**

**ASPARAGUS ROOTS**

**STRAWBERRY PLANTS**

**FLOWERING SHRUBS**

**CALIFORNIA PRIVET HEDGE**

*PROPERLY GRADED QUALITY STOCK*

*Car lots or less*

**INSPECTION INVITED**

**C. R. BURR & CO., Manchester, Conn.**



Offering a Full Line of Nursery Items

### OUR SPECIALTIES

Shrubs, Roses and Ornamentals.

Fruit Trees, full line, scarce sorts.

Hedge Plants, all kinds and sizes.

Barberry Thunbergii Seedlings.

Imported Seedlings and Stocks.

Kansas Grown Apple Seedlings.

Multiflora Japonica Rose Seedlings.

Our grades are right and we are prepared to handle  
your orders as they should be handled. Write for prices  
today. Watch for our Wholesale Bulletin out about Sep-  
tember fifteenth.

*IT'S YOUR FAULT IF YOU ARE NOT  
OUR SATISFIED CUSTOMER*

The  
Preferred  
Stock

## LIMPING LIMERICKS

The  
Preferred  
Stock

(Series A, No. 4)

When people who're both wise and knowing  
Each year come and see our fine showing  
They most quickly agree  
That it's easy to see  
That our trade (in two senses) is "growing."

Our Fall price list is to be mailed early in September.  
If you do not receive it, write to have your name placed  
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### ROSES, our leading specialty

(Bush, Climbing and Standard)

### Clematis

(Large Flowering and Paniculata)

### Hardy Perennials

(Large Assortment)

### Paeonias

(Select Varieties)

### Dielytra Spectabilis

(Bleeding Heart)

### Phlox

(Strong, Field Grown)

### ORNAMENTAL SHRUBS

### Hydrangeas

(Bush and Standard)

### Flowering Almonds

(Double Red, Double White)

### Flowering Plum

(Prunus Triloba)

## Jackson & Perkins Company

(WHOLESALE ONLY)

Newark, - - - New York State

Use Printed Stationary. We sell to the trade only.

The  
Preferred  
Stock

The  
Preferred  
Stock

## TO THE TRADE ONLY

We offer for delivery fall 1922 or spring 1923  
a large and well assorted block of Fruit trees com-  
prised of

### Apple

### Pear

### Cherry

### Peach

### Apricot

### Nectarine

### Plum

### Prune

and a particularly fine lot of Gooseberry and Cur-  
rant in both one and two year olds.

### Roses and Ornamentals

*Headquarters for Nursery Supplies*

## Portland Wholesale Nursery Co.

971 Sandy Boulevard Portland, Oregon

We grow young evergreens in large  
quantities and every tree we sell is rais-  
ed from seeds in our own nurseries.

If you are in need of lining out stock why not  
write for our wholesale trade list before placing  
your order. Our prices are low because we  
specialize in young stock.

### COLLECTORS OF TREE SEEDS

==

THE

## North-Eastern Forestry Co.

CHESHIRE

...Connecticut...

## CHERRY TREES! CHERRY TREES!

ONE YEAR OLD

## THE BEST YOU EVER SAW

EXTRA HEAVY

EXTRA TALL

EXTRA WELL BRANCHED

*Write for Our Attractive Prices*

We also offer a general assortment of other  
stock including Apple, Pear, Plum, Plum on  
Peach, Quince and Peach.

## KELLY BROTHERS' NURSERIES

DANSVILLE, N. Y.



# PAINESVILLE NURSERIES



## THE STORRS & HARRISON CO.

NURSEYMEN --- FLORISTS --- SEEDSMEN

ESTABLISHED  
1854

PAINESVILLE, OHIO.

1200 ACRES  
45 GREENHOUSES

Subscribers to "Nurserymen's Fund for Market Development."

When writing to Advertisers please mention the National Nurseryman.

## J. H. SKINNER & CO.

Topeka                      Kansas.

We Offer for Fall, 1922:

### APPLE SEEDLINGS

### JAPAN PEAR SEEDLINGS

### FOREST TREE SEEDLINGS:

American White Elm

Black Locust

Honey Locust

Catalpa Speciosa

### SPIREA VAN HOUTTI, 1 Year:

for transplanting; also 2 to 3  
feet and 3 to 4 feet stock.

## SERVICE

¶ In every sale goods and service go together; they are inseparably joined; they are one idea like salt and pepper, for example.

¶ A nurseryman sells trees and delivers service: the service necessary to make his trees profitable to the buyer. That done means more sales.

¶ The same idea has made the printer more than a printer, a manufacturer; it has made the printer a merchant whose goods must profit the buyer, must bring returns, must get orders. In short, must bear fruit.

¶ For that reason we have a Service Department that studies the goods, the output, the outlets, the markets of our clients. We plan, build and make printing for sales campaigns. And with the idea always in mind to fit the goods, the advertiser and the expected buyers with printed offers suitable to the line, effective for the merchant and inviting to the buyers. That requires a knowledge of all three.

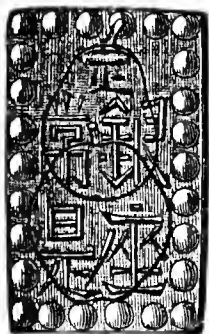
¶ John Watson, formerly President of the American Association of Nurserymen, has charge of our Horticultural Department. Nurserymen can have their catalogues and folders built here with advantage of our thorough knowledge of selling nursery stock and printed with equipment complete in every detail.

## THE DUBOIS PRESS

Horticultural Color Printers

ROCHESTER, NEW YORK

We Offer the Trade Our Usual  
Line of



FRUIT TREES

SHRUBS

ROSES

VINES

*Your Want Lists Will Receive  
Prompt Attention*

THE HUNTSVILLE WHOLESALE NURSERIES, INC.,  
HUNTSVILLE, ALA.

## A General Variety of Nursery Stock



35,000 Norway Maple and American Elm,  
also Montmorency and Early Richmond  
Cherry, 1 year, in car lots or less.



C. M. Hobbs & Sons

BRIDGEPORT

Indiana

# The National Nurseryman.

FOR GROWERS AND DEALERS IN NURSERY STOCK

The National Nurseryman Publishing Co., Incorporated

Vol. XXX.

HATBORO, PENNA., SEPTEMBER 1922

No. 9

## Message Delivered Before the Convention of American Institute of Park Executives and American Park Society

BY ROBERT PYLE, PRESIDENT AMERICAN ROSE SOCIETY

### MUNICIPAL ROSE GARDENS

Judging from those of your number whom I know and from the history of your organization, I esteem it an especial privilege for The American Rose Society to have this opportunity of presenting to you what they feel is an important message.

Doubtless you have all read Elbert Hubbard's little book, "A Message to Garcia" relating the story of the Spanish American War when President McKinley wished to secure the co-operation of and had need to send a message to General Garcia, who was somewhere back of the enemies' lines in Cuba. The message must get past difficulties unnumbered and unknown. McKinley picked out the man Rowen and Garcia got the message.

Just as President McKinley, for effectiveness in his campaign, required the co-operation of General Garcia, so The American Rose Society for the effectiveness of their campaign, require the co-operation of the men behind the "big guns" in the American parks.

It is curious how, that a flower for which one once cared so little can come to be the object of devotion, but after twenty-five years life work with the aim of producing and distributing the best roses for the American people, I can say that such indeed is the influence of the rose upon anyone I think who comes within the radius of her charms.

This message to you comes from the heart of The American Rose Society. This organization is made up of those who love or care about roses, not only in forty-six states, Canada and Mexico, but in twenty foreign countries, eight hundred and nineteen communities and over 2700 people. This is merely a nucleus, but we are growing, because the interest in roses is growing.

(1) We are incorporated and as a corporation of the first-class are co-operating with the Bureau of Plant Industry of the Federal Department of Agriculture for the wide and equitable distribution of the rose creations of the late Dr. Van Fleet. (2) The American Rose Society furthermore, has the good fortune to work in co-operation with certain outstanding public park systems in Hartford, Conn., Portland, Ore., and in Minneapolis; with Cornell University at Ithaca, and the Federal Government at Washington in the maintenance of Rose Test Gardens. (3) The American Rose Society holds national exhibitions and fosters local rose shows. (4) It registers new American roses deemed worthy. (5) But perhaps the

major source of our growing strength and rose influence is in our publications, which in the view of many of our members are alone worth the price of membership (which is \$3.00 per year). These are edited by your friend and mine, Mr. J. Horace McFarland, President of the American Civic Association, whose office in Harrisburg as well as that of our secretary, Mr. John C. Wister, 606 Finance Building, Philadelphia, is a focusing point and "broadcasting station" for world-wide rose information.

(6) But we realize that with all our rose annuals and Member's Hand Book and with all our syndicated newspaper articles, indeed, with all we can *say*, we cannot begin to reach the people with the same effectiveness and persuasive power that you gentlemen hold within the hollow of your hand. What people may *see* with their own eyes in the way of roses in your parks has far more influence in teaching them the love for roses than all the things we can possibly *say* on paper.

What greater contribution could you gentlemen make toward the increase in wholesome joy in the life of the American people than to provide in your parks a taste at least of the most beautiful creations in horticulture.

I think it was Colonel Goethels who said that the man who deserves most praise is he who carries through an achievement the first time. It is most auspicious for this cause in which I am sure we are all interested that the man who for the first time carried through to success a real municipal rose garden, so far as I know, is your honored director, Mr. Theodore Wirth, who as far back as 1910, made even more famous the Hartford Park System with the planting of the beautiful Municipal Rose Garden in Elizabeth Park. And now the people of Minneapolis also have had opportunity to appraise as worth far more than its cost, the rose garden which Mr. Wirth has established in Lyndale Park in this city. On August 5th, Mr. Wirth wrote me, "Our local people here believe in the rose garden and we could not take it away from them if we wanted to." If there were time, I should like to tell you about the Municipal Rose Gardens in Cleveland, Detroit, Portland and elsewhere.

Last season saw the establishment of a new Rose Gardens of Municipal construction in New Rochelle and other points, and within the past month Mayor Curley, of the City of Boston, has announced the construction in Franklin Park of \$100,000 garden, which includes a rose garden to contain "All the best of popular kinds of

bush roses and also great numbers of climbing roses to be trained on trellises."

As the result of a referendum recently conducted by the American Rose Society, locations in no less than 45 cities have been suggested for municipal rose gardens. Each of these locations have been sponsored by resident members of the American Rose Society, whose names I should be glad to have given to the park superintendents in each of the cities so designated, if desired. The American Rose Society feels deeply that the children of these cities, too often confined like cliff dwellers, are entitled to their rightful heritage of rose knowledge and rose love. How these youngsters may be expected to profit by such opportunities as a municipal rose garden might afford them and some day grow up to carry on your work, may be exemplified by the story told me by a friend who had been working down where the children had no playground except the city streets. She noticed, in passing a group of children on their knees, closely inspecting some object on the sidewalk where a few grains of oats dropped from a horse's feed bag, had sprouted and sprung up between the cracks in the pavement, when one little fellow looked up into her sympathetic face, with fine enthusiasm, pointing to the blades of grass, he said, "Madam! some day here a park stand." For the love of the children, we appeal to you to push forward the work already well begun so that the time will soon come as predicted by horticulture of Boston last week, when "No large city will be without its official garden of roses."

As evidence of the supreme appreciation on the part of your patrons to be expected from this work, let us for a moment observe the attention given according to record, to the Municipal Rose Garden in Hartford. On best information available, I have it that in 1920, 23,000 visitors was the total for July 4th and this number was greatly increased on Rose Sunday, July 11th, when every city and community within a radius of 100 miles was represented by people in automobiles. In the two years since, on these occasions, the attendance has been steadily increasing, showing no less than 35,000 people in a single day and 149,600 for the year certainly proof positive of the popular appeal produced by a well conducted municipal rose garden.

I note by your program that you have epitomized the saying of one of your landscape architects who "would have the entire city a work of art" and Emerson has called agriculture "Mother of the Arts." How fitting, therefore, in approaching the subject of a rose garden, to recognize that we are definitely entering into the field of one of the fine arts.

The message of The American Rose Society is an appeal to you for the establishment of a rose garden in every city park system and a request that you should adopt as the American standard your recognition of the fact that no park or park system is complete without its municipal rose garden.

After the above address, Mr. Pyle proceeded to show on the screen some seventy-five lantern slides, depicting rose types and species (especially of Hugonis) of the sort already made in municipal rose gardens in this country and views of European gardens obtained by the speaker in the course of his two rose trips to Europe.

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## SOME CHARACTERISTICS OF SEEDS OF CONIFEROUS TREES FROM THE PACIFIC NORTHWEST

BY J. A. LARSEN, *Forest Examiner*

Priest River Forest Experiment Station, U. S. Department of Agriculture Forest Service

The purpose in this article is to set forth the results of eight years of seed testing at Priest River Forest Experiment Station in northern Idaho, and to record the most essential things learned during this work bearing on handling and testing of the seed of northwestern conifers. Besides hints on methods of testing seed, this article contains data on the number of seed per pound, rate of germination, efforts at stimulation of western white pine seed, sterilization tests and longevity of the stored seed.

The species dealt with are:

|                                        |                     |
|----------------------------------------|---------------------|
| Pinus ponderosa, Laws.                 | Western yellow pine |
| Pinus monticola, D. Don.               | Western white pine  |
| Pinus contorta var. murrayana, Engelm. | Lodgepole pine      |
| Pseudotsuga taxifolia, Poir, Britt.    | Douglas fir         |
| Larix occidentalis, Nutt.              | Western larch       |
| Picea engelmanni, Engelm.              | Engelmann spruce    |
| Thuja plicata, D. Don.                 | Western red cedar   |
| Abies grandis, Lindl.                  | Lowland white fir   |
| Tsuga heterophylla, Sarg.              | Western hemlock     |

*Care Necessary in Extraction and Handling—*

The quality of the seed itself, its percent germination and sale value may be much impaired and reduced by careless methods of handling or storing. The exact effect of storing seed in the cones depends in no small degree upon the temperatures, condition of the cones, whether wet or dry, and the length of time stored. It would seem reasonable to conclude that less injury will result when the cones are stored dry and indoors, and not allowed to mold, rather than to store them outdoors in wet condition subject to fluctuating temperatures. Of three lots of western white pine seed collected in the fall of 1914, which were brought to the storage sheds in wet condition in early October, that which was extracted at once germinated 31%. The second lot, stored two months, germinated 26%, and that stored three months, only from 12 to 17%.

The tests furnish no data on damage by low temperatures, nor is it likely that any would result under ordinary winter conditions in the region native to these trees or under temperatures up to 100° or 110° F., the highest that can possibly occur over these forests in summer. During the extraction, however, the seed is often exposed to undue heat, and is sometimes injured, for the temptation is always to get the cones to open in the shortest time possible, in order to reduce the cost per pound of seed. Western yellow pine seed, taken from the cones by sun drying, gave 42% germination while that taken from cones subjected to high heat, 120° F. and over, gave only 11%. In other tests of the same seed, that extracted at 120° gave 38%, that at 130°, 18.5%, and that at 140°, only 1.3%. Mr. J. St. Benedict, using 1912 yellow pine seed, obtained 55% by sun drying of cones, 12% by extracting at 169° and no germination at all with temperatures above 213° F. Without the use of heat in extraction, Benedict<sup>1</sup> obtained 5% germination from western white pine, 55% from western yellow pine, 30% from lodgepole pine and 12% from Douglas fir in thirty-five days; but by using relatively high temperatures during extraction, and testing for thirty-five days, white pine extracted at 199° gave no germination, western yellow pine extracted at 169° gave 6%, lodgepole pine extracted at 152° gave 8%, and Douglas fir at 166°, none. Kiln temperature during extraction is now kept under 110° F.

The influence of moist heated air on the seed during extraction is gradually receiving more attention. When the cones are heated to effect drying, the air in the room, especially that within the cones and surrounding the seed becomes very moist and not infrequently saturated. Researches have established that saturated heated air has a much greater heat energy than dry air under the same temperatures. The energy of saturated air at 50° F. is as great as dry air at 84° F.<sup>2</sup> In experiments with Pinus sylvestris at Eberswalde Professor Haack found that high temperatures and moist air were far more injurious to the seed than high heat and dry air.<sup>3</sup> Professor Haack gives tables which will be found of great interest to students of this subject. Dr. J. V. Hofmann<sup>4</sup> of the Wind River Experiment Sta-

<sup>1</sup> "Maximum Temperatures and New Methods in Extracting Coniferous Seeds," mss. U. S. Forest Service, Missoula, Montana.

<sup>2</sup> Der Wärmeaustausch in festen Erdboden, in Gewässern und in der Atmosphäre. Julius Springer, Berlin, 1904.

<sup>3</sup> Zeitschrift f. Forst u. Jagdw. Vol. 38, p. 441, 1906.

<sup>4</sup> Annual report, Wind River Exp. Station, Mss. 1917, U. S. Forest Service.

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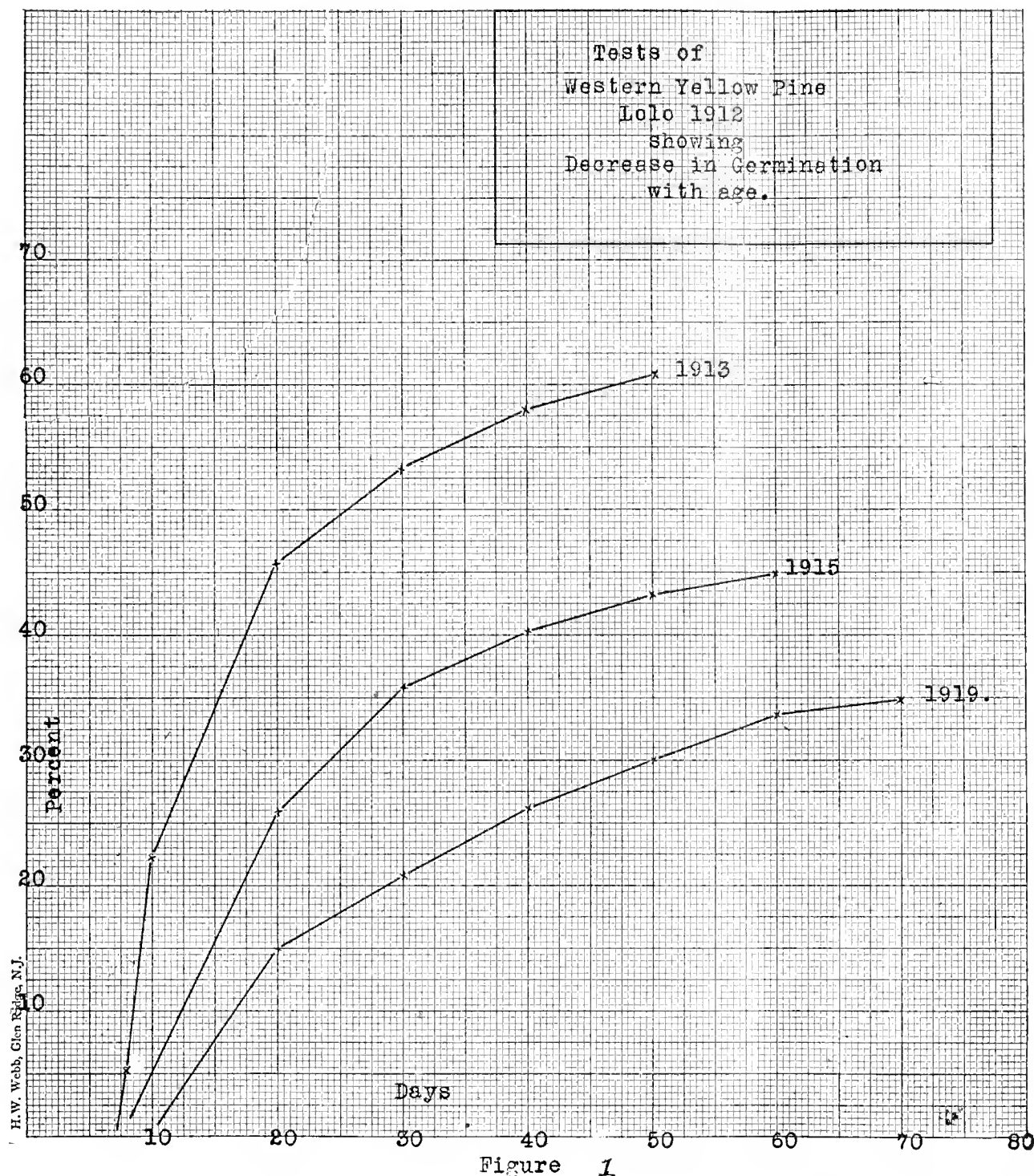


Figure 1

tion, Carson, Wash., obtained a germination of 84% of western white pine and 73% of Douglas fir by extracting in dry air for ten hours, but only 48% and 24% respectively for these species by extracting for ten hours in saturated air under the same degrees of heat. Tests are lacking for the other species, but we may reasonably assume that they are liable to injury in the same way, though not necessarily in the same degree.

#### Methods of Testing Seed—

Considerable attention should be devoted to the methods of testing in bringing out all that the seed is worth. This refers to sampling, medium of the tests, heat and moisture conditions, etc. It is true that the different species germinate best under a certain optimum combination of heat, moisture, ventilation and medium which is discovered only after considerable study. Even when these conditions are made apparent and established, it may not be feasible to conduct tests accordingly in one and the same greenhouse. A method must be sought which gives sufficiently satisfactory results for all species in one greenhouse and in one kind of medium. Methods of sampling and testing, as well as germination tests made in different media, have previously been discussed.<sup>5</sup>

Pure seed gives more uniform results than the impure largely because errors in sampling are then less likely to occur. Both for this reason and for convenience in handling and determination of the number per pound, sizes from different regions, etc., it is desirable to get very clean seed, even a complete removal of the hollow ones, for in this way standard methods are more easily obtained. The Engelmann spruce listed in Table III was the most regular as well as the cleanest seed used in these tests.

Clearly, uniform results can follow only from standard methods, for in seed-testing the slightest differences in depth of cover, amount of moisture and heat produce wide variations. This has been proved again and again, both in the greenhouse and in the nursery and very clearly by two parallel samples of yellow pine seed, one tested in a tray made of heavier wood than the other so that there was a greater moisture content and lower temperature. The actual difference in sand temperature averaged 20 F., and the total germination in the heavier and colder box was 10% lower than in the other.

#### Sterilization of the Seed—

Two other factors, disease and sterilization of the seed and the medium whether sand, soil, blotters, etc. may influence germination to a very marked degree. Sterilization to prevent damping off is not so important in the greenhouse as in the nursery, provided there are right conditions for germination and proper care. Numerous tests have shown that with a very high greenhouse temperature and high moisture content an early germination, as well as great loss by disease, may result. Though this danger may be overcome by the use of sulphuric acid solution sprayed over the sand after sowing, there is danger of damaging the seed by the reagents. Experiments made by the writer proved that with 3/16 ounce of sulphuric acid per gallon per square foot of surface applied to the greenhouse sand flats, and copious water applied twenty-four hours later to wash the acid away from the seed, lessened the germination for lodgepole pine and larch 22%, hemlock 97%, Douglas fir 18%, western white pine 11%, western red cedar 100%. Spruce was the least injured, for one test gave 84% and

the other 80%. Growth and development of the seedlings in the treated flats were noticeably much poorer and the roots curled and twisted. Sulphuric acid treatment of this strength and amount is most widely used in the nurseries and, though less injury would result in the nursery than in the greenhouse by washing the solution to a greater depth, there is nevertheless danger of injuring the small and thin-coated seed by the direct contact with the acid solution.

Sufficiently sterile sand may be obtained for the greenhouse tests from a pit eight to ten feet under the surface, provided the outer foot of sand is removed before it is taken out. In wick germinators the seed may be freed of spores by thorough rinsing each two or three days. It is well to take care not to press or shake the seed.

TABLE I  
Total Germination and Rate of Germination

| Species            | No Tests | Course of Germination |    |    |    |     |     |     |     |    |     | Highest<br>% Germ | Clean Seed<br>Per No. | Hollow<br>Seed |  |  |  |
|--------------------|----------|-----------------------|----|----|----|-----|-----|-----|-----|----|-----|-------------------|-----------------------|----------------|--|--|--|
|                    |          | Days                  |    |    |    |     |     |     |     |    |     |                   |                       |                |  |  |  |
|                    |          | 10                    | 20 | 30 | 40 | 50  | 60  | 70  | 80  | 90 | 100 |                   |                       |                |  |  |  |
| Percentage         |          |                       |    |    |    |     |     |     |     |    |     |                   |                       |                |  |  |  |
| Pinus ponderosa .. | 33       | 6                     | 13 | 32 | 42 | 44  | 45  |     |     |    |     | 72                | 10000                 | 4-30           |  |  |  |
| Pinus contorta ... | 8        | 8                     | 27 | 38 | 46 | 51  |     |     |     |    |     | 73                | 114800                | 4-34           |  |  |  |
| Pseudotsuga tax. . | 30       | 9                     | 28 | 43 | 49 |     |     |     |     |    |     | 85                | 44000                 | 4-43           |  |  |  |
| Larix occidentalis | 14       | 14                    | 29 | 41 | 43 | 47  |     |     |     |    |     | 60                | 131000                | 2-46           |  |  |  |
| Picea engelmanni   | 15       | 33                    | 51 | 55 |    |     |     |     |     |    |     | 84                | 240000                | 2-32           |  |  |  |
| Thuja plicata .... | 14       | 8                     | 54 | 57 | 60 |     |     |     |     |    |     | 71                | 495000                | 10-20          |  |  |  |
| Tsuga heterophylla | 8        | 2                     | 25 | 48 | 61 | 65  |     |     |     |    |     | 89                | 165000                | -20            |  |  |  |
| Abies grandis .... | 6        | 0                     | 3  | 10 | 11 | 12  |     |     |     |    |     | 23                | 19300                 |                |  |  |  |
| Days               |          |                       |    |    |    |     |     |     |     |    |     |                   |                       |                |  |  |  |
| Pinus monticola .. |          | 20                    | 40 | 60 | 80 | 100 | 110 | 160 | 200 |    |     | 95                | 27500                 |                |  |  |  |
| Percentage         |          |                       |    |    |    |     |     |     |     |    |     |                   |                       |                |  |  |  |
|                    |          | 75                    | 0  | 2  | 6  | 13  | 24  | 42  | 49  | 54 |     |                   |                       |                |  |  |  |

<sup>5</sup> Larsen, J. A. Seed testing in Sand and in the Jacobsen Apparatus, Journal of Forestry, Vol. XVI, p. 690, 1918.

<sup>6</sup> Hartley, Carl. The Control of Damping-off of Coniferous Seedlings. Bul. 453, U. S. Dept. of Agriculture, 1917.

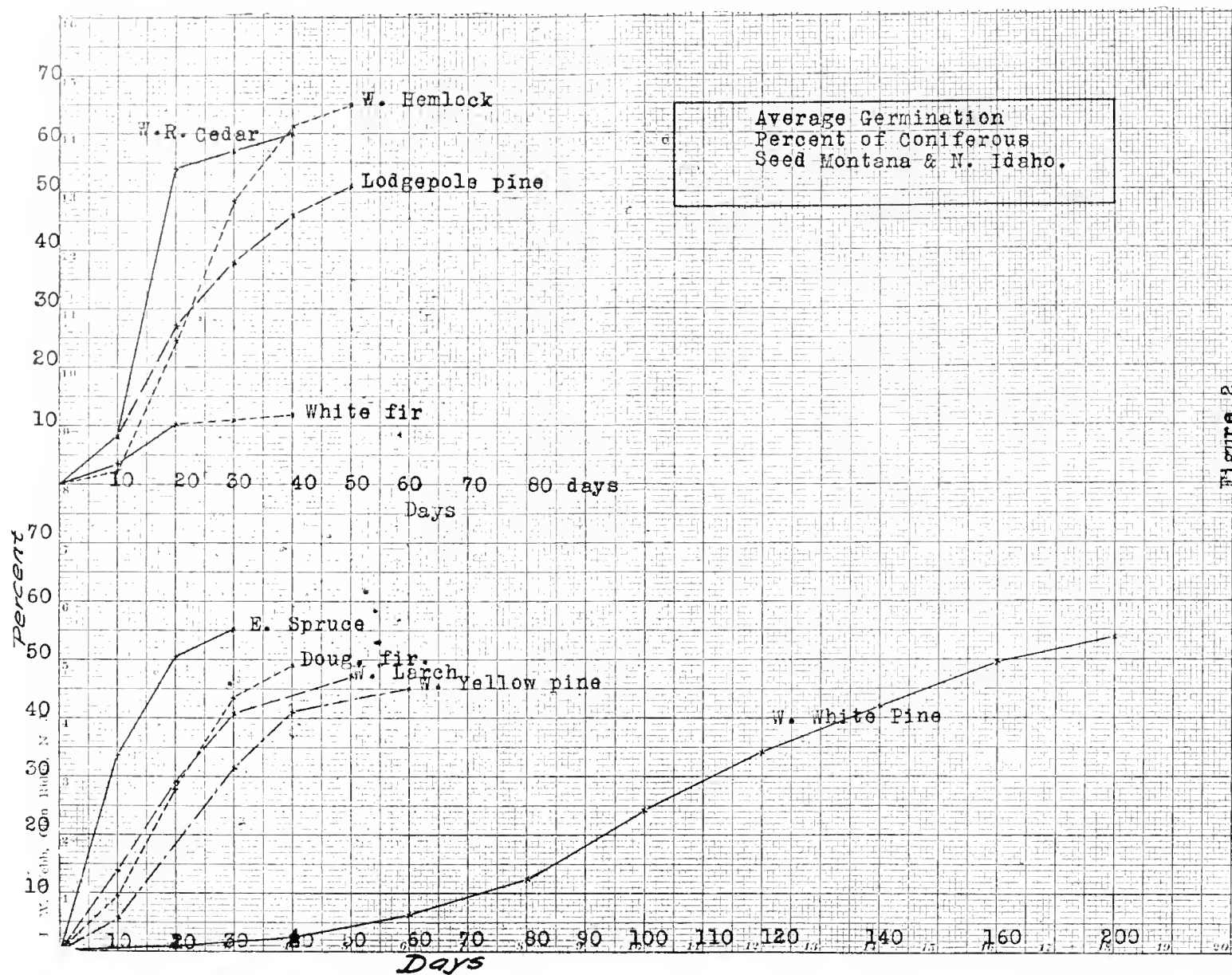


Figure 2

Rate of Germination—

Naturally the rate and total germination of each species is of considerable interest. These are given in Table I. These do not include all of the earlier tests, many of which were made under too low temperatures, but they show what may be expected from fresh unimpaired seed under favorable greenhouse conditions, and give more usable average figures than if all of the tests were averaged indiscriminately.

Germination and Temperature of the Medium—

Of all factors which affect results in seed testing, that of temperature is perhaps the most important, for no germination will take place except under favorable degrees of heat. Some of these relations are set forth in Table II.

TABLE II  
Average Germination Per Cent. Per Day Under Different Temperatures During the Most Active Period

| Species                          | Degrees F. |       |       |
|----------------------------------|------------|-------|-------|
|                                  | 50-60      | 60-70 | 70-80 |
|                                  | %          | %     | %     |
| Pinus ponderosa .....            | 0.2        | 1.0   | 1.4   |
| Pinus monticola .....            | 0.0        | 0.0   | 1.25  |
| Pinus monticola (Tips cut) ..... | 0.25       | 0.25  | 1.8   |
| Pinus contorta .....             | ..         | ..*   | 5.0   |
| Pseudotsuga tax. ....            | 0.4        | 1.5   | 2.5   |
| Picea engelmanni .....           | ..         | 5.8   | 11.0  |
| Thuja plicata .....              | ..         | 0.1   | 4.0   |
| Tsuga heterophylla .....         | ..         | ..    | 4.3   |

\* Data lacking.

During the five years of testing seed at the Experiment Station, it was found that all of the species with which we are concerned germinate satisfactorily when the sand temperature has a daily mean between 70° and 80° F. and when the daily maximum sand temperature went up to 90 and 95° F. Temperatures of 100° F., though not injurious to all species, should be avoided.

Hastening Germination of Rebellious Seeds—

The question often comes up to what extent the germination of coniferous seeds may be hastened by artificial means. In the case of western white pine seed, which does not give complete germination in the nursery during the first summer, some

means of stimulation is a necessity, both for economy and the production of uniform stock.

Some of the means of hastening germination of this species are as follows:

1. Reduction of the seed coat by chemical corrosion, preferably by immersion in concentrated sulphuric acid for forty minutes, followed by very thorough rinsing of the seed. Sowing before drying.

It should be made clear at first, however, that the habitually delayed germination of western white pine has been found to be due to the hard cellulose seed coat which resists entrance of water for some time, and not, as some have supposed, to after-ripening of the seed following the maturing of the cones. The processes of stimulation must therefore be directed toward reducing or dissolving this seed coat by mechanical or chemical means or by a softening process. The mechanical processes of abrasion or pearling cannot well be employed because a very small degree of pressure or friction kills the seed.

2. Soaking the seed in water for twenty-four hours and exposing it to freezing temperatures. Alternate thawing and freezing is not considered harmful provided the seed does not mold or if temperatures remain so low that germination does not begin.

3. Abrasion of the seed coat is a means of hastening germination, but in this way it is impossible not to injure the seed to a considerable degree.

4. One of the safest and most effective ways is to mix the seed with clean bark-free sawdust and to keep it in a warm place for three weeks. The sawdust and the seed must be stirred once each day to counteract development of molds.

Deterioration of Stored Seed by Age—

It is known that stored seed of all species will lose vitality from year to year even with the best of care and precaution against dampness, drying out or extreme temperatures. Very little is known, however, regarding the exact rate of this deterioration.<sup>7</sup> This knowledge is of special interest to those who must collect and store large quantities of seed at considerable cost.

<sup>7</sup> Since writing this article an important contribution to this knowledge has appeared in the work of C. R. Tillotson, Jour. Agricultural Research, Vol. XXII, p. 479, 1922.

Opportunity to study loss under storage was afforded by testing the seed from the same container from year to year. The seed was kept in glass-stoppered bottles on the laboratory shelf under ordinary room temperatures. The building was heated every day in the winter, spring and fall, but not at night.

By plotting and thereby averaging the values in Table III, it was found that the annual rate of decrease in germination for all species is not above 10%. Western yellow pine shows 3.5% and Engelmann spruce show only 2.5% annual loss.

TABLE III  
*Decrease in Germination Under Storage*

| Species               | No. of Samples | Year Collected | Germination Per Cent. Years After Collection |    |    |    |    |    |    |   |    |    | Annual Loss % Curved |
|-----------------------|----------------|----------------|----------------------------------------------|----|----|----|----|----|----|---|----|----|----------------------|
|                       |                |                | 1                                            | 2  | 3  | 4  | 5  | 6  | 7  | 8 | 9  | 10 |                      |
| Pinus ponderosa ....  | 5              | 1911           |                                              |    |    |    |    |    |    |   |    |    | 3.5                  |
|                       |                | 1915           | 54                                           | 46 | 49 | 42 |    |    | 42 |   |    |    |                      |
|                       |                | Helena 1910    |                                              |    |    |    |    |    | 54 |   |    |    |                      |
| Pinus monticola ....  | 4              | 1911           |                                              |    |    |    |    |    |    |   |    |    | 9.0                  |
|                       |                | 1915           | 48                                           | 54 | 35 | 17 | 12 |    |    |   |    |    |                      |
| Pseudo. taxifolia ... | 6              |                | 52                                           | 45 | 35 | 30 |    |    |    |   |    |    | 7.0                  |
| Larix occidentalis .. | 4              | Lolo 1913      | 47                                           |    | 28 |    |    | 5  |    |   |    |    | 7.0                  |
|                       |                |                |                                              | 32 |    | 25 | 13 |    |    |   |    |    | 6.0                  |
| Picea engelmanni ..   | 1              |                | 1914                                         | 84 | 82 | 75 | 72 | 72 |    |   |    |    | 2.5                  |
| Thuja plicata .....   | 3              | 1912           |                                              |    |    |    |    |    |    |   |    |    | 10.5                 |
|                       |                | 1914           | 47                                           | 42 | 27 | 16 |    |    |    |   |    |    |                      |
| Pinus contorta .....  | 1              | 1910           |                                              |    | 43 |    | 64 | 50 |    |   | 45 |    | 5.7                  |
| Tsuga heterophylla..  | 1              | 1915           | 56                                           | 60 |    | 43 |    |    |    |   |    |    | 5.0                  |
| Abies .....           | 1              | 1913           | 15                                           |    | 3  |    |    |    |    |   |    |    |                      |

Individual samples often show a much better preservation than the averages; thus western yellow pine seed from the Colville National Forest, 1911, gave 68%, eight years later. The same species from the Helena National Forest, 1910, germinated 54.4% seven years afterward; lodgepole pine from the Beartooth National Forest, 1910, showed 45% viability in 1919 and even Douglas fir in one case gave 8% when eight years old. In making use of these figures on rate of deterioration it is necessary to consider the original test value of the sample in question, for if the rate of depreciation is the same both for seed of original high and low germination tests the former will evidently hold out the longer.

But in using old seed the factor of decreased rate of germination which has been observed from year to year must be allowed for though the same samples, as in the case of western yellow pine from the Lolo National Forest, 1912, shown in Figure I, may give a total of 61, 44 and 35% in 1913, 1915 and 1919, respectively, the value for sowing is further reduced in subsequent years by a slowing down of the rate of germination itself, as compared with the original test. This corrected value for the Lolo yellow pine sample on a fifty-day basis will be 61, 42.5 and 30% for 1913, 1915 and 1919.

#### *Variation in Number of Seed per Pound—*

These tests have brought out another matter of interest in showing larger and fewer seed per pound for those of western origin and smaller for the eastern regions. The greatest difference occurs in yellow pine; this species averages 10,000 seed per pound from the Bitterroot, Lolo and Kaniksu National Forests; 8,000 for the Colville, 9,000 for the Whitman and 19,000 for the Black Hills National Forests. Douglas fir samples show 34,000 per pound from the coast of Washington, 33,000 from the Colville, 36,000 from the Wenatchee, 43,000 from the Lolo, and up to 53,000 from the Kootenai National Forests. Western white pine seed from the Columbia National Forest, Wash shows 22,400 per pound and from 24,000 to 32,000 from the Coeur d'Alene, and Kaniksu National Forests in Idaho. In all cases these tests are based on absolutely pure seed.

#### *Summary—*

Germination tests and observations on the character of seeds of coniferous trees native to Montana and northern Idaho show that the seed is liable to serious injury by storage of the cones in wet condition; that the extraction of the seed under temperatures above 120° F. and in such hot and very humid air reduces the viability of the seed; that sterilization to prevent damping-off or bad molding is apt to injure seed of small, thin seed coats; that the rate of germination of seeds which ordinarily germinate slowly may be hastened materially by reduction of the impervious seed coat, and that coniferous seeds often remain viable in dry storage from eight to ten years.

## TENTATIVE PROGRAM, TWENTY-FOURTH ANNUAL CONVENTION SOUTHERN NURSERYMEN'S ASSOCIATION LEXINGTON, KENTUCKY

SEPTEMBER 14th AND 15th, 1922.

HEADQUARTERS, HOTEL LA FAYETTE.

MORNING SESSION, 10 O'CLOCK, TUESDAY 14th  
BALL ROOM

Call to order.

Invocation, Dr. Benjamin J. Bush.

Address of Welcome, Hon. Wood G. Dunlap, Com. of Public Property.

Response, A. J. Fletcher, Cleveland, Tenn.

Roll Call and Minutes of last meeting.

Election of new members.

Introduction of new members.

President's Address, C. A. Simpson, Monticello, Fla.

The Cash with Order Plan, Paul C. Stark, Louisiana, Mo.

Standardization, John Fraser, Huntsville, Ala.

Appointment of Committees.

AFTERNOON SESSION, 2.30 O'CLOCK

Ethics, O. Joe Howard, Hickory, N. C.

Trade Terms, Hale Harrison, Berlin, Maryland.

Closer Co-operation with A. A. of N., Paul Lindley, Pomona, N. C.

Recent and Threatened Legislation, Chas. T. Smith, Concord, Ga.

Rose Stocks (Illustrated with Lantern Slides), Robert Pyle, West Grove, Pa.

Broad Leaf Evergreens of the South, L. M. Jenney, Roseacres, Miss.

(Subject to be announced), John Watson, Rochester, N. Y.

New Methods and Advantages of Summer Planting, Walter W. Hillenmeyer, Lexington, Ky.

There will be no evening session, it being deemed best to leave the evening open for the meeting of The Retail Protective Association, to allow the order book hounds to get in a little work and to permit those who wish to attend the movies and theatres.

MORNING SESSION, 10 O'CLOCK, FRIDAY 15th.

Growing Evergreens, V. D. Hill, Dundee, Ill.

Soil Salvation with Pulverized Limestone, Furman Smith, Gen. Sales Mgr. American Limestone Co., Knoxville, Tenn.

Notes on Investigations of Soil Nematodes in Ga., J. A. McClintock, Pathologist, Knoxville, Tenn.

How Nurserymen can Co-operate in Conducting Tests for Crown-Gall and Woolly Aphis eradication, Dr. Scherbakoff, Director Division of Extension, Knoxville, Tenn.

The Nursery Outlook in My State, Leading Nurserymen from each state represented at this meeting will be called upon for a general resume of the conditions and outlook in their sections and any matter of general interest to nurserymen. Be prepared to respond when called upon, NO SLACKING.

Report of Committees.

New Business.

Old Business.

Installation of new officers.

Adjournment.

FRIDAY, 2 P. M.

Instead of an afternoon session there will be a drive around the city including residential section, some of the best known stock farms, visit to see Man of War (America's greatest race horse) and ending at Hillenmeyer's Nursery, where a buffet lunch will be served.

SATURDAY, 1.30 P. M.

Fall races open at Lexington giving those who wish to stay over an opportunity to see a real Kentucky meeting. This alone will be worth the trip to those who have never witnessed such an event.

The Southern nurserymen are holding their 24th annual convention at Lexington, Kentucky, September 14th and 15th. The tentative program is published as above. The meeting dates have been changed from the 6th and 7th in order to take advantage of the fall horse races and enable visitors to see a real Kentucky meeting which commences at Lexington, September 16th, at 1.30 P. M.



# The National Nurseryman

Established 1893 by C. L. YATES. Incorporated 1902  
Published monthly by  
THE NATIONAL NURSERYMAN PUBLISHING CO., Inc.  
Hatboro, Pa.

Editor .....ERNEST HEMMING, Flourtown, Pa.

The leading trade journal issued for Growers and Dealers in  
Nursery Stocks of all kinds. It circulates throughout the  
United States, Canada and Europe.

AWARDED THE GRAND PRIZE AT PARIS EXPOSITION, 1900

### SUBSCRIPTION RATES

One Year in Advance .....\$1.50  
Foreign Subscriptions, in advance .....\$2.00  
Six Months .....\$1.00

Advertising rates will be sent upon application. Advertisements  
should reach this office by the 20th of the month previous to the  
date of issue.

Payment in advance required for foreign advertisements. Drafts  
on New York or postal orders, instead of checks, are requested by  
the Business Manager, Hatboro, Pa.

Correspondence from all points and articles of interest to nursery-  
men and horticulturists are cordially solicited.

Photographs and news notes of interest to nurserymen should be  
addressed, Editor, Flourtown, Pa., and should be mailed to arrive  
not later than the 25th of the month.

Entered as second-class matter June 22, 1916, at the post office at  
Hatboro, Pennsylvania, under the Act of March 3, 1879.

Hatboro, Pa., September 1922

**PROTECTION OF HORTICULTURE** The Florists' Exchange calls atten-  
tion to the provisions for the protec-  
tion of horticulture in force in the  
State of Kansas, as among the simplest and yet most  
effective of any in the country.

Quoting Prof. Hubbard speaking before the Kansas  
State Florists' Convention, "That they are the only regu-  
lations of the kind to have received the unanimous en-  
dorsement of the Supreme Court."

The exchange says:

"One reason for this approval and success, as we see it, is the  
organization and personnel of the board that has control of the  
situation. Although referred to as an Entomological Com-  
mission, it is made up of the secretary of the State Board of  
Agriculture—presumably a practical agriculturist, the secretary  
of the State Horticultural Society—presumably a man prac-  
tically informed on horticultural matters, State entomologists  
from the State College and Experiment Station, and a practical  
nurseryman, to be appointed at large. Here is a really general  
and comprehensive representation—belying the name of Ento-  
mological Commission as thoroughly as the makeup of the Fed-  
eral Horticultural Board belies its title.

Taking the cue from Kansas, would it not be logical, fair,  
sensible and productive of benefit to all concerned to reorganize  
the F. H. B.—or rather, to create a brand new Federal Plant  
Quarantine Commission—made up approximately as follows:

A representative of The National Federation of Farm Bur-  
eaus—to represent agricultural interests generally.

A horticulturist designated by the majority of the State and  
larger sectional horticultural societies of the country.

An entomologist of national standing.

A plant pathologist of similar standing.

A forestry expert, preferably a practical economic dendrolo-  
gist.

A practical nurseryman, named by the American Association  
of Nurserymen.

A practical floriculturist, named by the Society of American  
Florists.

Four members at large—representing respectively the Pacific  
Coast section, the Gulf Coast States section, the Eastern States  
section, and the remaining interior section of the country—  
these to be appointed by the Secretary of Agriculture, and not

more than two of the four to be scientists as distinguished from  
practical horticulturists or agriculturists.

We commend this plan—or something allied to it—to the Con-  
gress of the United States."

'Tis a consummation devoutly to be wished, unfortun-  
ately if our memory serves us right the Act of Congress  
which brought the Federal Horticultural Board into ex-  
istence, specified exactly the personel of the Board and  
from which department of the government the members  
composing it should be drawn.

To have such a board as the Florists' Exehange sug-  
gests it would be necessary to repeal the Act of Congress  
and create a new one.

Quite a large order and one of which there does not  
appear to be immediate signs of fulfillment.

While the nurserymen's convention was in session at  
Detroit last June a letter was received from the Secretary  
of Agriculture Wallace requesting the nurserymen to  
appoint a committee to confer with the board in an ad-  
visory capacity. Mr. E. G. Hill, Des Moines, Iowa, a  
fellow townsman of Secretary Wallace, was appointed  
to acknowledge the request and act upon it.

There being no immediate prospects of having an ideal  
board, that would insure the pathological problems of  
the country being considered from all angles, instead  
of merely an entomological one, would it not be the part  
of wisdom for horticultural interests of the country to  
get together and co-operate with the present board.

The F. H. B. has shown itself to be open to conviction,  
but with the present state of the opposition to its findings,  
it is no wonder it follows its own sweet will.

It is well to wish and work for the ideal, but it is also  
good sense to make the materials you have serve your  
purpose.

**IDENTIFYING APPLE TREES BY THEIR LEAVES** Some time ago nursery-  
men and fruit growers  
were interested in a re-  
port that Prof. J. K. Shaw, of the Massachusetts Agrieul-  
tural Experiment Station, Amherst, had discovered a  
method whereby varieties of apple trees could be identi-  
fied by their leaves.

Many doubtlessly assumed it would be some kind of a  
key that could be taken into the nursery or orchard and  
be used by the laymen, that anyone by its aid could dis-  
tinguish a Baldwin from a Ben Davis. It would be very  
nice if such a key were possible, but valuable knowledge  
is rarely acquired without effort.

Professor Shaw has, however, studied and classified  
the leaves of 26 varieties, of more or less importance in  
Massachusetts and has given the result of his labor in  
Bulletin No. 208 of the Massachusetts Experiment Sta-  
tion.

It is an extremely valuable work he has organized and  
recorded the knowledge experienced men often uncon-  
sciously acquire. Nurserymen who work among and  
handle great quantities of young apple trees, can often  
identify the different varieties, but cannot impart the  
knowledge to others. Prof. Shaw's work will enable the  
earnest student to quickly acquire this knowledge in a  
scientific way.



The bulletin reports the results of seven years work in attempting to establish a basis on which trees can be identified previous to planting, so far only the leaves have been studied, future work is expected to continue the study with reference to tree form, appearance of bark and growth habits.

The Shaw method of identifying fruit trees will parallel the Bertillon method of identifying human beings. It will be certain but only those trained will be able to use it. It will be none the less sure for identifying rogues in nursery and orchard.

**HONORS FOR A NURSERYMAN** It is the home town that knows the man as he is. When we meet brother nurserymen at the convention we usually only know them as nurserymen and rank them according to their standing in the trade.

To discover they are highly esteemed in their own locality adds to our satisfaction in being associated with them in our National Nurserymen's Association.

H. S. Day, proprietor of the Fremont Nursery, Fremont, Ohio, was a candidate before the primaries in Ohio for the nomination to the office of State Treasurer. According to the unofficial returns published in a local paper, Mr. Day polled a plurality of about 123,000 over his nearest opponents, or 43,000 over the combined vote of his two opponents. In his own counties he received a vote of 8 or 9 to 1 against either of them, and received 5000 more votes than the candidate for Governor.

We congratulate Mr. Day on such evidence of public confidence in his integrity and ability.

#### COLORS LIVING TREES

A German engineer named Reimann has succeeded in perfecting a process for coloring living trees. It has been found the whole tree, from the end of its roots to the topmost leaf, can be completely and permanently colored within forty-eight hours.

Aniline dye is used. A couple of ounces, together with 200 quarts of water, are sufficient for one tree. Final tests were made in the nearby forest of Tharandt, in the presence of a representative of the Saxon Government and a number of experts, including professors from the Tharsandt forestry school.

Two Dresden firms have undertaken to exploit the patent. Furniture, cigarette cases, penholders and other articles are to be put on the market, all made up in the new colored wood. Imitations of certain natural woods are declared possible through the process.

#### RASPBERRY MOSAIC

Raspberry growers, particularly in the Hudson River Valley, are much concerned over the increasing losses sustained from raspberry mosaic or yellows. The disease is prevalent thruout the State, as well as in raspberry sections outside the State, and nearly every planting has infected bushes. Practically all plantings of Perfection raspberry, a leading commercial sort grown extensively in the Hudson River Valley, are now completely infected with mosaic, while all other varieties show more or less infection.

Mosaic produces a yellow, mottled appearance of the foliage and a dwarfing of the canes and, when once infected, the plant and all its canes will always carry the disease. The yield of diseased plants is much reduced, and the berries are crumbly and seedy and entirely lacking in flavor. So far as is known at present, the only way in which mosaic is spread from one plant to another is by the raspberry louse or aphid, an otherwise rather harmless insect. Since these aphids rarely, if ever, develop wings, the spread of the disease is quite slow and it has probably taken many years for mosaic to reach its present proportions in commercial plantings.

Recently, a plant disease expert was appointed to the staff of the New York Agricultural Experiment Station at Geneva who is to devote his entire time to a study of the diseases of small fruits. He has already begun work on the raspberry mosaic and, in his opinion, the only remedy for the present situation is the planting of disease-free stock. Since growers have not been in the habit of selecting clean stock, much diseased material has undoubtedly gone into new plantings. The big problem today, then, is to produce disease-free stock on a sufficiently large scale to supply the commercial grower. While this will probably take from 3 to 5 years, the outlook for the future of the raspberry industry is really quite encouraging, as it seems reasonable to expect good results from the setting out of disease-free stock.

#### TWELVE STICKING POINTS OF THE NATIONAL NURSERYMAN

1. *It is the only publication devoted to the Nursery Trade that did not change its name with the obvious intention of misleading the public.*
2. *It is the only publication that is dependant on the good opinion of the trade it serves.*
3. *It publishes all the news it can get of interest to the trade, without resorting to "yellow" journalism.*
4. *It is the same as any other publication that is sincere in its editorial policy of advancing the best interests of the trade.*
5. *It does not tire its intelligent readers by devoting its columns to puffing its own value. It allows the reader to be the judge.*
6. *It is edited by a man who has been a practical nurseryman for thirty-five years and is still in the business.*
7. *It is the oldest nursery trade paper in America, founded by C. L. Yates in 1893.*
8. *It lives by its advertisements.*
9. *Its advertisements prove its standing.*
10. *It prints anything that is of interest to nurserymen, providing there is no injustice in doing so.*
11. *It has a sense of responsibility that makes it dependable.*
12. *The above are "sticking points," no "knocking" necessary to drive them home.*

## ANOTHER OPINION

By M. T. BEAN

August 16, 1922.

In a recent editorial, referring to the May 15th conference, and the report issued by the Federal Horticultural Board, a trade paper said: "Strange that the . . . should be the only horticultural periodical of any kind in the world which could see straight on this subject from the beginning to the end."

The above quotations and numerous similar proclamings remind me of the story of the two darkies listening to a candidate for public office, orating in the usual campaign manner:

"Sam, do you know who dat am talkin'?"

"No, Mose, I dunno who he am, but he shuah recommends hisself most highly."

The official report of the hearing might well be commented on by our colored friends in the same terms.

Why should our editor friend refer to the report as "comprehensive," when it contains no report of protests made at the hearing and by many individuals during the past three years?

The board has always been ready to magnify individual opinions which agreed with its policy, as representative of trade sentiment and action, and to belittle or ignore opinions contrary to its ideas.

In complimenting itself, should that trade paper ignore the vital question brought up by Mr. McFarland and Mr. McHutchinson, namely: Has the Federal Horticultural Board exceeded the authority granted it by the law of 1912, in handling these questions on an economic basis rather than on measures to prevent the introduction of insects and diseases?

No man and no bureau is greater than the law, and no matter how commendable the aims of the board may appear to its admirers, can they properly endorse acts which are not authorized by the law? Are such approvals generally based on unselfish grounds? Is it not time that a reckoning were taken, so that we may know definitely whether or not the board is the sole arbiter of the destinies of the nursery business of this country?

The impression is prevalent that the conference between the solicitors of the Department of Agriculture and the counsel of Mr. McFarland's committee, will disclose that the Federal Horticultural Board is not supreme and not greater than the law under which it is constituted. Let us wait and see!

## AS I SEE IT

By M. T. NUTT

Seedsmen have for years waged a continual warfare against the free distribution of seeds by the Government but without avail, though for a while it did appear that their efforts might be crowned with success. Last year the appropriation passed by a very slight majority.

It is not generally known, I believe, that not only seeds, but shrubs roses and vines are also included in this "free gift" to the constituents of the "rural congressmen."

In talking with a prominent nurseryman a few days

ago he showed me a letter which he had just received, which was practically a duplicate of the one he had received for several years past. I give below the letter verbatim.

If the Government can give away seeds and nursery stock, why may we not, with equal propriety, ask it to give the nurserymen cultivators, "fliver" tractors, hoes, spades and other tools and machinery which would be useful in cultivating the very plants which are needed to grow the plants required by congressmen to "draw" votes when election comes around.

Why not a full list of apples, pears, cherries, peaches and plums to give to the orchardist?

Or in these arid times, grapes would be particularly acceptable.

(Copy of letter)

United States Department of Agriculture  
Bureau of Plant Industry

Office of Seed Distribution

Washington, D. C., Aug. 25, 1922.

.....

.....

Gentlemen:

We are in the market for shrubs and plants as shown on the following list, same to be in accordance with specifications noted thereon, and delivery to be made not later than the first week in November, 1922.

## SHRUBS

- 500 Hydrangea paniculata grandiflora
- 500 Forsythia fortuneii
- 500 Calycanthus Floridus
- 500 Lonicera tartarica rubra
- 500 Diervilla rosea
- 500 Kerria Japonica (double)
- 100 Forsythia intermedia
- 100 Viburnum opulus sterilis
- 500 Viburnum plicatum
- 500 Syringa vulgaris
- 500 Philadelphus coronarius
- 500 Spiraea Van Houttei
- 500 Althaea or Rose of Sharon
- 500 Deutzia crenata (double pink)
- 100 Berberis thunbergii

## ROSES

- 200 Paul Neron
- 200 Frau Karl Druschki
- 200 Ulrich Brunner
- 200 Francois Levet
- 200 Marchioness of Lorne
- 100 Rosa Harison, yellow
- 200 Margaret Dickson
- 200 Magna Charta
- 200 Baron Bonstetin
- 200 General Jacqueminot
- 200 Clio
- 100 Rosa rugosa Blanche Double de Coubert

## VINES

- 500 Ampelopsis Veitchii

(All the above to be strong, two-year old, field-grown plants.)

Please quote us promptly on the enclosed blank form your best prices on same, f. o. b. shipping point, which should be named; and mail your quotation to this office (Seed Distribution). In quoting, include the cost, if any, of packing the plants for shipment.

Very truly yours,

(Written signature not decipherable)  
Agronomist in Charge.

PEARS, Standard and Dwarf.

RASPBERRIES, Plum Farmer, transplanted.

NORWAY and SUGAR MAPLE, Sizes 1½ to 2½ in.

SUGAR MAPLE, 5 to 7 feet, once transplanted, for lining out.

EUROPEAN SYCAMORE—Several fine blocks.

PIN OAK and RED OAK—Sizes 6 to 12 feet.



### EVERGREENS

RETINOSPORA Picifera Aurea, Plumosa and Squarrosa. Sizes up to four feet.

NORWAY SPRUCE—Sizes up to 6 feet.

AMERICAN ARBOR VITAE—Fine block 3 to 5 ft.

*Good supply of many leading varieties of shrubs.*

**W. B. COLE**

**Painesville, - - - Ohio.**

## A Complete Assortment of NURSERY STOCK

Apple, Peach, Pear, Plum  
Cherry and Quince  
Small Fruits  
Ornamental Trees Shrubs  
Evergreens  
Paeonies Perennials  
Roses

**W. & T. SMITH COMPANY**  
Geneva, N. Y.

77 Years

1000 Acres

Write for special prices

The Opinion Here in the East Is

**"GOOD TIMES AHEAD"**

*for at least another Fall and Spring*

How is your assortment for fall trade? We have a good supply of leading as well as scarce items, including Hydrangea Paniculata Grandiflora, tree and bush form, Spirea Anthony Waterer, Spirea Thunbergii, Weigelas, Calycanthus, Cydonia, Weeping Mulberry and Catalpa Bungei.

*A Complete Assortment of High-Grade Ornamental Stock*

**Princeton Nurseries**

Princeton in New Jersey

September 1, 1922



## NURSERY SPADES

EXTRA LONG STRAPS  
and

REINFORCED AT  
BEND OF HANDLE

also where

STRAP IS WELDED  
TO BLADE

*Made in Either Square  
or Round Point*

**T. ROWLAND'S SONS, INC.**  
Cheltenham -:- Penna.

## PENNSYLVANIA NURSERYMEN'S ASSOCIATION HOLDS ITS SUMMER MEETING

Thursday, August 10, nineteen hundred twenty-two, witnessed the assembling of members of the Pennsylvania Nurserymen's Association and their friends at the office and greenhouse branch of Mr. B. F. Barr, Lancaster, Pa., the occasion being the annual summer meeting and tour of the Association. The day being perfect, a gathering of about 40 people were on hand to take the trip by automobile through portions of the city of Lancaster, past the wonderfully fine grounds surrounding the Hamilton Watch Factory through Long Park, the splendid gift of a lady who provided for several benefactions to the city in disposing of her property.

A tour of about six miles through a prosperous looking farming section brought us to the well-kept and comfortable home of our fellow member, Mr. A. W. Root. In spite of a severe hail storm which had centered over his property the week before, visitors were impressed with the fertile soil and thorough cultivation which Mr. Root believes in and practices.

A liberal assortment of varieties was noticed, both fruits and ornamental, all in good condition of growth and vigor. A neat storage shed, constructed largely by their own hands, was a credit to the industry of the proprietors. The fact of a young son being interested in the business now with the father, and the mother and daughters contributing much to the comfort and success of these home enterprises, both as to the farm and the nursery, left a most pleasing and lasting impression on those privileged to visit the Root Nursery.

Returning to Lancaster, a splendid lunch had been prepared and our morning company of 40 had been increased to 52, when all were seated at the tables. A splendid dinner which had been arranged for by our Lancaster members and friends was much appreciated.

In the afternoon the company journeyed to Avondale Farm, the home of Mr. B. F. Barr, about three miles out of the city. Here a considerable acreage of choice ornamentals were shown, all of which were in good condition, both as to growth and cultivation. The gardens about the home, the splendid lawn trees, the spacious old time home and the well-kept buildings were a credit to the owner.

At the meeting, after the company assembled on the porch, one hour was assigned to the program. Proceeding immediately with this, it was our pleasure to listen to a most admirably prepared paper by Mr. James Rule, Director of Science of the State Department of Public Instruction. The plea of Dr. Rule, that children should be taught more of flowers, trees and nature, and that the school grounds of the country should reflect the advantages of these, were strongly brought out. So much was this paper appreciated that it was decided, upon motion by Robert Pyle, that the paper should be published in pamphlet form and be available for liberal distribution by members of the association.

Mr. Pyle also made a motion that Dr. Finnegan, of the State Department of Education, be addressed and thanked

for his interest in sending such an able speaker to our meeting.

Dr. Sanders was next called upon for any comment he had to make on the work in his department and the problems before them at this time which he reviewed briefly and strongly emphasized the necessity for more funds the coming years for insect control work and hoping that members of the association would interest themselves in seeing that sufficient funds were forthcoming.

Mr. Wohler, in speaking of the matters about the Sesqui-Centennial urged that now that a president has been selected for the movement, nurserymen should get in touch with them to learn what space can be assigned for their use. A further report on this is to be made at a future meeting after a conference with the newly-elected head of the Fair organization.

In the absence of J. Edw. Moon, Mr. Rockwell was called upon to report on the present matter of State versus Sectional Organizations, and urged that a thorough representation be present at a meeting to be held in Trenton on September 21st, when this whole question of State and Sectional Organizations will be discussed.

With some interesting remarks by Mr. W. MacElwee, landscape gardener of Fairmount Park, and also Robert Pyle the meeting adjourned about 4:15, but first expressing a rising vote of thanks to our members in Lancaster county who had made this day such a pleasant and instructive one for us.

Those present were Jas. N. Rule, Director of Science, State Department of Public Instruction; Raymond M. Thomas and Mr. and Mrs. Chas. L. Thomas, King of Prussia; Chas. E. Thomas and wife, Wayne; P. M. Parthemore, Harrisburg; A. E. Wohler and wife, Narberth; Albert Meehan, Dresher; S. Mendelson Meehan, Germantown; M. Rockwell, Bridgeton, N. J.; H. G. Baugher and daughter Eva, Aspers; Prof. J. G. Sanders, Bureau of Plant Industry, Harrisburg; R. T. Brown, Queens, N. Y.; Mr. and Mrs. Edwin S. Thomas and Chas. Valneu, King of Prussia; Mr. and Mrs. B. H. Farr and S. G. Clousen, Reading; Mr. and Mrs. A. Miller, daughter Rosa and son Eugene, of Norristown; Henry T. Moon, Morrisville; Rudolph Roehrs and Andrew Neveer, Rutherford, N. J.; Mrs. Martin, Andora; Fred D. Osman, New Brunswick, N. J.; R. T. Satterthwait and S. J. Toff of the Conard & Jones Co., Westgrove; Alexander MacElwee, landscape gardener of Fairmount Park, Philadelphia; John Albreeht, Narberth; Thomas Rakestraw, Kennett Square; J. Horace McFarland, Harrisburg, and Robert Pyle, Westgrove. The local people were Mr. and Mrs. B. F. Barr, Mr. and Mrs. Walter Markley and Mrs. A. M. Herr.

## EASTERN NURSERYMEN'S ASSOCIATION

A meeting of the Eastern Nurserymen's Association will be held at Hotel Stacy-Trent, Trenton, N. J. September 21, 1922.

Luncheon will be served at 12:30 and the meeting called at 2.00, Standard time.

F. F. ROCKWELL,

Secretary Eastern Nurserymen's Association.



**Pin Oaks****Lombardy Poplars**

We have a fine lot of Pin Oaks and Lombardy Poplars on which we can quote attractive prices for Fall 1922 shipment.

|                             |                         |
|-----------------------------|-------------------------|
| 100 Pin Oaks .....          | 8 to 10 ft.             |
| 50 Pin Oaks .....           | 1 1/4 to 1 1/2 in. cal. |
| 350 Pin Oaks .....          | 1 1/2 to 2 in. cal.     |
| 125 Pin Oaks .....          | 2 to 2 1/2 in. cal.     |
| 75 Pin Oaks .....           | 2 1/2 to 3 in. cal.     |
| 10 Pin Oaks .....           | 3 to 4 in. cal.         |
| 1000 Lombardy Poplars ..... | 8 to 10 ft.             |
| 500 Lombardy Poplars .....  | 1 1/4 to 1 1/2 in. cal. |

*Also a Good Assortment of Deciduous Trees,  
Shrubby, Etc.*

MAIL US YOUR WANT LIST

**THE MORRIS NURSERIES**

**West Chester, Pa.**

H. D. Simpson

R. A. Simpson

L. B. McDonald

**Knox Nursery and Orchard Co.**

Successors to  
H. M. SIMPSON and SONS

**Vincennes : : : Indiana**

Offers to the trade the finest block of 1 year

**CHERRY TREES**

That they have grown in several years. Also a limited amount of 1 year

**PEACH TREES**

Budded, from Simpson Orchard Co.'s bearing orchard.

GROWERS FOR 71 YEARS.

ASK FOR SAMPLE.

**NEW YORK STATE NURSERYMEN'S  
ASSOCIATION****SUMMER MEETING**

and

**OUTING****AT THE ROD AND GUN CLUB**

On Beautiful Seneca Lake

**Geneva, N. Y.**

**SATURDAY, SEPTEMBER 9, 1922**

11 o'clock A. M.

Eastern Standard Time

Light Lunch Will be Served at Noon

Dinner at 6.00 P. M. Tickets, \$2.50

All Nurserymen are Invited

*Those intending to be present should notify the Secretary, from whom tickets may be procured at the meeting.*

*C. J. MALOY, Secretary*

*209 Linden Street, Rochester, N. Y.*

**The Shenandoah Nurseries**

Established 1870 by D. S. Lake

**SHENANDOAH, IOWA**

For Fall 1922 we have our usual complete assortment but call your attention especially to the following:

APPLE, One Year  
Good variety list

CHERRY, One Year  
Very fine

PEAR, Standard  
One and two year

PLUM

Americana, Hansens, Japanese, and Compass

PEACH and APRICOT  
Leading varieties

GRAPE  
Complete list

GOOSEBERRIES and CURRANTS  
All popular sorts

Acres of Shade Trees, Forest Tree seedlings. Ornamentals and Roses

**WE SPECIALIZE IN**

**Apple and Japan Pear Seedlings, Imported  
Fruit Tree Stocks, Apple Grafts**

*Send Us Your Want List. Glad to Quote.*

A. F. LAKE,  
Pres.

C. B. LAKE,  
Vice Pres.

R. S. LAKE,  
Sec. & Treas.

## THE PACIFIC COAST ASSOCIATION OF NURSERYMEN, BURTON, WASHINGTON

The twentieth annual convention of the Pacific Coast Association of Nurserymen held in Portland, Oregon, July 11-13, was attended by members of the Association from the states of California, Oregon, Washington, Idaho, Utah, New Hampshire and Province of British Columbia, besides visitors from other states.

Co-operation, progress and development in all essentials was in evidence from the past year's efforts, the policies and the methods of operation affirmed and plans outlined to further increase the measure of service through the association in a manner mutually helpful to each and all members.

Continued efforts to stabilize the nursery business during the past year is showing satisfactory results. Surveys made during the fall of 1921 served to determine more definitely the market value of nursery stock, demonstrated more particularly with Italian prune. During the spring of 1922 a complete survey of the entire Pacific Coast was made, results indicating for the coming planting season that in Italian prune the supply is nearly up to normal. French prune and other varieties of prune, plum and cherry, below normal about 20 per cent. Peach, pear and apricot on the entire Pacific Coast are all below normal supply 20 to 25 per cent. In apple the present estimate crop is about one and a quarter million trees, which is as nearly normal as can be determined at this time. Early in the spring the survey indicated an excessive proposed apple plant in the Yakima valley. When this condition was revealed to nurserymen in that vicinity they promptly met and voluntarily reduced the proposed bud list about 25 per cent.

In ornamentals the survey showed that supply has not kept up with demand. A considerable number are now propagating young plants but the total which will develop to suitable shapes and sizes in three to five years is not likely to surpass the requirements of the planting public, as the ratio of increase in ornamental planting is greater than with fruit stocks and unless the regular established nurseries keep the productions within reasonable proportion of the increasing demand, outsiders are likely to break into the game in a manner to cause uncertainty and disappointment to themselves, to nurserymen and the public generally.

Based on these surveys and the final factor of supply and demand, the market value of nursery stock necessarily must be about the same as last year's values, estimated on prices at which stock cleaned up and the cost to replace, which values obtain regardless of the price any one or more nurseries may choose for selling. The factor of cost of production will cause decrease in the market value of apple, perhaps 10 to 15 per cent, because supply is more nearly normal, hence from the business view point, supply and demand becomes the secondary factor to determine market value of apple trees.

While it is too early to estimate definitely, from general observations, it now appears that seedlings for next year's plants of the various classes will be a little below normal. With co-operation on the part of all members

of the Association to carry on these surveys we are thus solving the problem of how best to secure normal productions in relation to supply and demand and to determine market values, timely information which can only be obtained for the larger and smaller nursery plants fair alike to all when there are general united efforts.

To grade fruit stocks more satisfactorily, for all concerned, caliper will govern rather than height and new grading cards specifying the modified standards will be sent out in time for grading. Vigor of stocks, accuracy in methods and cleanliness from pests must be strictly observed to maintain the standard of dependable nursery products. Nurserymen are urged to watch, carefully, their plants during the growing season for appearance of any injurious insect or fungus disease and to request the presence for inspection and advice, of the local horticultural inspector for any needed cause, or if in doubt as to any infestation, before digging time.

The association urges members to exhibit at agricultural fairs, to assist in disseminating information regarding plants and planting in every practical way; to avoid any and all unfair, extravagant and misleading statements in any form of advertising; to observe utmost endeavor to eliminate sales arguments based on personalities, trade differences or any other unfair competition tending to injure individuals, firms or lower the standards of the vocation.

Nursery firms who are retailing to planters at wholesale prices will bear in mind that by so doing they deprive other nurseries from taking their surplus on the basis of payment at wholesale rate, plus cost of retailing and a fair profit margin.

Also, unless producing nurseries who sell to dealers, generally known as price cutters, get full cash payment before delivery, they are likely, sooner or later, to "hold the sack" for any unpaid balance, because in the nursery business price cutting is generally indicative of unsound business methods. A successful nurseryman states the best remedy tried to cure dealers of the price cutting habit is to allow margin only equal to salesman's commission and when necessary demand security. The cash deposit with order plan on all sales will be continued so far as practicable.

Entertainment and hospitality on the part of the people of Portland were both elaborate and of practical educational value, particularly when about 100 guests were served with a delicious luncheon at the Weed Landscape Nursery and shown through the various plants of Oregon Nursery Co., Steele's Pansy Gardens, Portland Rose Nursery, Clark Bros. Floral Co., Mountain View Floral Co., the Villa and Portland Wholesale Nurseries; refreshments bountifully supplied.

The convention city for 1923 is Boise, Idaho.

President Weed held the convention in line, strictly for highest attainments from start to finish.

The officers elected to serve for the ensuing year are President, Chas. T. Hawkes, Caldwell, Idaho; secretary, C. A. Tonneson, Burton, Washington.

**SURPLUS NURSERY STOCK**

Red Oaks, 1½ to 2 inch.      **Thurlov Willows**, 6 to 8 ft.  
 " " 2 to 2½ inch.      **Silver Maples**, 6 to 8 ft.  
 Norway Maples, 10 to 12 ft.      " " 8 to 10 ft.  
 " " 2 to 2½ ft.      **White Birch**, 8 to 10 ft.  
 " " 2½ to 3 ft.      **Purple Beech**, 8 to 10 ft.  
**European Beech**, 8 to 10 ft.      **European Lindens**, 1½ to 2 inch.  
 (Trimmed-up bodies) " " 2 to 2½ inch.  
 (Larger sizes furnished on the above) " " 2½ to 3 inch

**Lilac Purple Common**, 3 ft.  
 " **Souv-de Louis Spath**, 2 to 3 ft.  
 " **Pres Grevy**, 2 to 3 ft.  
 " **Chas. X.**, 2 to 3 ft.  
 " **Madam Lemoine**, 2 to 3 ft.  
 " **Marie LeGrey**, 2 to 3 ft.  
**Privet Polish**, 3½ ft.  
 " **Ibota**, 3½ ft.  
 " " 2½ ft.

**Deutzias**, 5 to 6 ft.  
**Euonymous Radicans**, 2 yrs.  
**Ampelopsis Quinquifolia**, 2 yrs.  
**Forsythias**, 1 yr. cuttings.  
**Peonies**, Red, Pink and White.  
**Rhododendrons, Hybrid**, named varieties.

18 to 24 inches to 3 feet.

**Boxwood**, 3 to 6 inch  
 4 to 8 inch  
 6 to 10 inch  
 8 to 12 inch  
 10 to 15 inch  
 10 by 8 inch  
 12 by 8 inch  
 12 by 12 inch

**STANDARD ROSES, Fine Stock,**  
 (Hardest Varieties)

**Azalea Amoena**, 10 to 12 inch diameter.  
 " **Yodo-gawa**, 15 to 15 inch diameter.  
 " " 18 to 18 inch diameter.

**FOR LINING OUT**

**Retinospora Plumosa**, 8 to 12 inches.  
 " **Plumosa Aurea**, 6 to 10 inches.  
 " **Squarrosa Veitchei**, 8 to 12 inch.

**BEST PRICES GIVEN ON APPLICATION**

**STEPHEN HOYT'S SONS CO.**

NEW CANAAN, CONN.

**SPECIALIZING IN**

**ENGLISH WALNUTS**  
**FRANQUETTE WALNUTS**  
**CHERRIES**  
**CAROLINA POPLARS**  
**LOMBARDY POPLARS**  
**BLACK LOCUST**  
**CLIMBING ROSES**

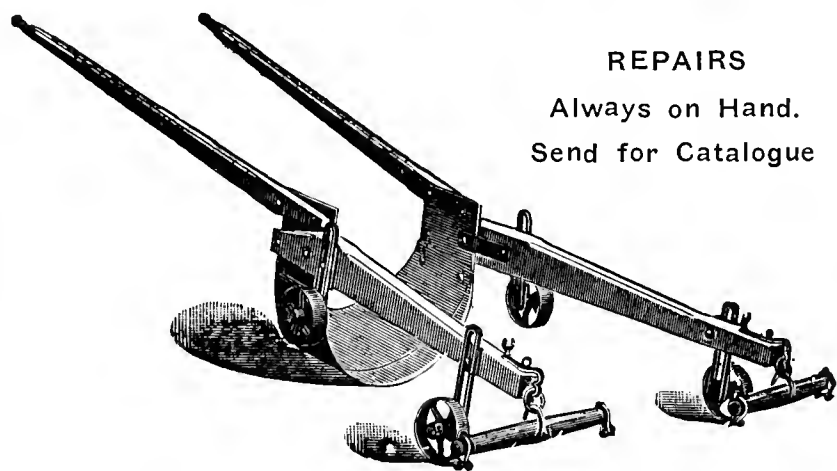
Car lots will be distributed from Eastern and other reshipping points this Fall, Winter and next Spring. Write for prices on your requirements.

**OREGON NURSERY CO.**  
**ORENCO, OREGON**

1857

1922

**BRAGG'S**  
 COMMON SENSE  
**TREE DIGGER**



REPAIRS

Always on Hand.  
 Send for Catalogue

Digger gets All the Roots at the rate of Twenty to Forty Thousand trees per day, and only needs same power as plow

**L. G. BRAGG & CO.**  
 KALAMAZOO, MICH.

**RAFFIA**

Dependable Brands

**RED STAR      XX SUPERIOR**  
**AA WEST COAST      ARROW**

Bale Lots or Less

**LILY BULBS**

**AURATUM      RUBRUM**  
**MAGNIFICUM      GIGANTEUM**

All Hardy Varieties in Case Lots, 8-9", 200 per Case; 9-11", 150 Per Case

**BAMBOO CANES**

**NATURAL**, 5-9 ft. Japanese or Domestic  
**DYED GREEN** in 18" to 4 ft. sizes

Bale Lots Only

**FRENCH FRUIT and ROSE STOCKS**  
**PALM SEEDS**

**ROSA MULTIFLORA JAPONICA SEEDS**

Write for Prices, Specifically Stating Your Requirements

**McHUTCHISON & CO.**

95 Chambers Street

New York City

## NORTH CAROLINA PEACH INDUSTRY

It is gratifying to note, that once in a while, even a nurseryman gets the credit of being a public benefactor instead of a menace to the country, needing special laws to govern his actions.

It is with much pleasure we reprint the following from an editorial in the Philadelphia Record of August 11, 1922:

"The North Carolina peach industry is only 27 years old. A Greensboro man came to the conclusion that peaches could be grown profitably in the sand hills of the state, and he planted 400 acres. The San Jose scale gave trouble at first, but he mastered it. In 1918 the shipments amounted to only 44 carloads, but this year it is estimated that 1400 carloads will be shipped north, while the growers are looking forward to an increase in acreage next year. The name of the North Carolina peach pioneer is J. Van Lindley. It deserves to be remembered along with that of the man who makes two blades of grass grow where one grew formerly."

## THE POTATO BUG HAS REACHED FRANCE

According to reports in the daily press the potato bug has reached France. Starting in the fifties, the Colorado Beetle which became later known as the potato bug slowly found his way across the country. He crossed the Mississippi in the middle sixties and in 1872 he arrived in western Pennsylvania. By 1875 he reached the Atlantic coast.

It has taken him a long while to cross the Atlantic but in spite of the fact that France was early on her guard even to the extent of a quarantine against potatoes from the United States he somehow has landed.

Quarantines did not stop him and it makes us wonder if they will not be just as futile in preventing the spread of other insects. Man upsets the law of nature by denuding the country of forests planting vast areas to one particular kind of plant, perhaps not even indigenous to the locality, destroys birds, snakes and other reptiles and animals and then gets hysterical if some bug or pest that he does not particularly want, increases and multiplies.

Pathological and entomological problems are not peculiar to any particular country. They are common to all and are two of the facts of civilization.

International trade means that we risk being brought in contact with the undesirable as well as that which is desirable.

## NEW YORK STATE NURSERYMEN'S ASSOCIATION

The summer meeting and outing will be held at the Rod and Gun Club, on Beautiful Seneca Lake, Geneva, N. Y., Saturday September 9, 1922, at 11 o'clock A. M. Eastern Standard time.

## AMERICAN ASSOCIATION OF NURSERYMEN

*List of Officers and Committees. In Appointing Committees, President Lindley Named the Chairman, Who in Turn Selected His Own Co-workers*

## OFFICERS

President—Paul C. Lindley, Pomona, N. C.  
Vice President—Harlan P. Kelsey, Salem, Mass.  
Treasurer—J. W. Hill, Des Moines, Iowa.  
Secretary and Traffic Manager—Charles Sizemore, Louisiana Mo.

## EXECUTIVE COMMITTEE

The President and Vice-President, Ex-Officio.  
Lloyd C. Stark, Louisiana, Mo.  
W. C. Reed, Vincennes, Ind.  
Henry B. Chase, Chase, Ala.  
M. R. Cashman, Owatonna, Minn.  
Wm. Flemer, Jr., Princeton, N. J.

## FINANCE COMMITTEE

Paul C. Lindley, Pomona, N. C.  
Henry B. Chase, Chase, Ala.

## LEGISLATIVE AND TARIFF

J. Edward Moon, Chairman, Morrisville, Penna.  
William Pitkin, Rochester, N. Y.  
John Dayton, Painesville, Ohio.  
A. E. Robinson, Lexington, Mass.  
Wm. Warner Harper, Chestnut Hill, Penna.  
W. F. Ilgenfritz, Monroe, Mich.  
E. E. May, Shenandoah, Iowa.  
Henry B. Chase, Chase, Ala.  
J. R. Mayhew, Waxahachie, Texas.  
E. W. Chattin, Winchester, Tenn.  
S. A. Miller, Milton, Ore.  
W. W. Hillenmeyer, Lexington, Ky.

## MARKET DEVELOPMENT AND PUBLICITY COMMITTEE

F. F. Rockwell, Chairman, Bridgeton, N. J.  
E. E. May, Shenandoah, Iowa.  
Albert Meehan, Dresher, Penna.  
Geo. F. Verhalen, Scottsville, Texas.  
Robert Pyle, West Grove, Penna.  
Joseph J. Lane, New York City.

## ARBITRATION COMMITTEE

M. R. Cashman, Chairman, Owatonna, Minn.  
Geo. Marshall, Arlington, Neb.  
J. H. Dayton, Painesville, Ohio.  
A. E. Willis, Ottawa, Kans.  
Earl Needham, Shenandoah, Iowa.

## VIGILANCE COMMITTEE

L. J. Tucker, Chairman, Madison, Wis.  
E. H. Smith, York, Neb.  
Henry B. Chase, Chase, Ala.  
Paul C. Stark, Louisiana, Mo.  
J. R. Mayhew, Waxahachie, Texas.  
E. M. Sherman, Charles City, Iowa.  
Donald Wyman, North Abington, Mass.

## NOMENCLATURE COMMITTEE

Harlan P. Kelsey, Chairman, Salem, Mass.  
J. Horace McFarland, Harrisburg, Penna.  
Dr. Frederick V. Coville, Botanist, U. S. Dept. of Agriculture, Washington, D. C. (Honorary)

## COURSES IN NURSERY TRAINING IN AGRICULTURAL COLLEGES

John S. Kerr, Chairman, Sherman, Texas.

## PROGRAM COMMITTEE

Albert F. Meehan, Dresher, Penna., Chairman, and "Baby Ramblers."

## SPECIAL ADVISORY COMMITTEE TO CO-OPERATE WITH U. S. DEPT OF AGRICULTURE, IN DEVELOPING AMERICAN SUPPLY OF RAW MATERIAL

H. B. Chase, Chairman, Chase, Ala.  
Homer Reed, Louisiana, Mo.  
F. A. Wiggins, Toppenish, Wash.  
H. Harold Hume, Glen St. Mary, Fla.  
E. S. Welsh, Shenandoah, Iowa.



## BARGAINS SHRUBS and SHADES

Some Blocks of Perfect Stock in Heavier Grades,  
On Leased Land, MUST Be Moved This Fall

I Will Price It To Move It Quick  
**INCLUDES**

|                            |                         |
|----------------------------|-------------------------|
| Spirea Van Houttei         | Althea, Some Assortment |
| California Privet          | Buddleia Variabilis     |
| Amoore River Privet        | Catalpa Speciosa        |
| Deutzia Crenata            | Cercis Canadensis       |
| Deutzia Pride of Rochester | Liriodendron Tulipifera |
| Symphoricarpos Vulgaris    | Cornus Florida          |
| Forsythia Viridissima      | Cherry Laurel           |
| Lonicera Fragrantissima    | Black Walnut            |

Stock That Will Please

At Prices That Will Sell It

**J. H. GIRARDEAU,** McRAE, GEORGIA.

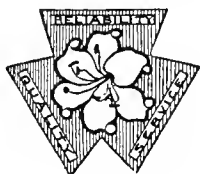
## AMUNDSON SPHAGNUM MOSS

For Nursery Use

**CLEAN — DRY — ECONOMICAL**  
FOR PRICES, ETC., WRITE TO

**A. J. AMUNDSON CO.**  
CITY POINT, WIS.

NOT PRICE



BUT QUALITY

## TREE SEEDS

LET US QUOTE YOU OUR ATTRACTIVE PRICE

**T. SAKATA & CO.**  
SEED GROWERS AND MERCHANTS

American Headquarters  
Suite 901—902 20 East Jackson Blvd.  
CHICAGO, ILL.

"International in Scope—Individual in Service"

## GRAPE VINES

GROWN  
GRADED  
PACKED  
PRICED

# RIGHT

**HARRY W. JOINER**

PERRY - - - OHIO

## Some of the Items We Offer for Fall, 1922

APPLES, 1 and 2 yr. Buds. PEACH, 1 yr.  
PLUMS, 2 yr. GRAPES, 1 and 2 yr.  
ASPARAGUS, 2 yr. RHUBARB.

## CALIFORNIA PRIVET

SHADE AND ORNAMENTAL TREES in assortment.  
BARBERRY THUN. FLOWERING SHRUBS.

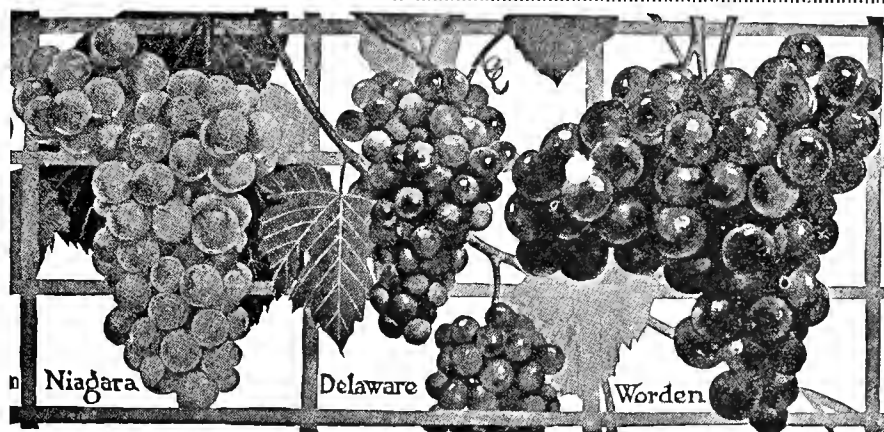
## EVERGREENS

Extra fine lot of Norway Spruce 4-5 ft.  
and 5-6 ft. Can offer in carload lots.

WRITE FOR PRICES

**FRANKLIN DAVIS NURSERIES, Inc.**

404 W. Baltimore Street. BALTIMORE, MD.



**T. S. HUBBARD CO.,** Fredonia, N. Y.

Growers of Grape Vines and Small Fruit Plants  
For Garden and Vineyard Planting

Established 1866

Send for Catalogue

## RICE BROTHERS CO. Geneva, N. Y.

|         |    |                  |
|---------|----|------------------|
| A       |    | Fruit trees      |
| General | on | Ornamental trees |
| Surplus |    | Shrubs and Roses |

Write for prices.

Established 1866

## NAPERVILLE NURSERIES

— Growers of —

**Trees, Evergreens, Shrubs, Perennials, etc.**  
**Lining Out Stock**

**NAPERVILLE, ILL.**

TELEPHONE, NAPERVILLE No. 1.

**DO NOT FORGET!!!**

# RAFFIA

The cheapest and best material for Budding and Tying  
is RAFFIA. We can ship promptly. Standard Brands:—  
RED STAR, X. X. SUPERIOR, A. A. WESTCOAST.  
Write for prices.

**THOMAS B. MEEHAN CO.,** Dresher, Penna.

ADVISORY COMMITTEE TO CONFER WITH THE FEDERAL  
HORTICULTURAL BOARD, REGARDING PLANT  
QUARANTINES

J. W. Hill, Chairman, Des Moines, Iowa.  
M. R. Cashman, Owatonna, Minn.  
Harlan P. Kelsey, Salem, Mass.  
C. H. Perkins, 2nd, Newark, New York.

ARRANGEMENTS COMMITTEE FOR CONVENTION AND  
EXHIBITS

A. M. Augustine, Chairman, Normal, Ills.

DECIDUOUS AND TROPICAL NOMENCLATURE COMMIT-  
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S. DEPT. OF AGRICULTURE, WASHINGTON, D. C., IN  
THE COMPILATION AND REPUBLICATION OF AN  
EDITION OF QUARANTINE REGULATION

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COURSES IN NURSERY TRAINING IN AGRICULTURAL  
COLLEGES

John S. Kerr, Chairman, Sherman, Texas.  
R. M. Wyman, Framingham, Mass.  
J. R. Mayhew, Waxahachie, Texas.  
Jim Parker, Tecumseh, Okla.  
Alvin E. Nelson, Chicago, Ill.

The above is a correct list of all Committees, except the Ar-  
rangements Committee for Convention Exhibits.

In appointing Committees I only appointed the Chairman, this  
chairman naming his associates.

REINSTATEMENT OF PETER HOPMAN & SONS

Washington, D. C., July 21, 1922.

The Federal Horticultural Board has received satis-  
factory assurance from Peter Hopman & Sons of Hil-  
legom, Holland, that they will comply hereafter with the  
quarantines and regulations governing the importation  
of plants into the United States.

The action of the Board expressed in Circular Letter  
HB-139 is, therefore, hereby revoked. Permits for impor-

tations from this firm will be issued in accordance with  
the quarantines and regulations.

Geo. B. Sudworth,  
Acting Chairman of Board.

THE CONNECTICUT NURSERYMEN'S ASSOCIATION

Probably the most successful summer outing of the  
Connecticut Nurserymen's Association was held last  
Wednesday, the 16th, at Hammonasset Beach, Conn.

Approximately 100 persons took advantage of the ideal  
weather to run down to this popular link in the chain of  
State owned and controlled Parks. "Berberry" Burr over  
in Manchester declared the day a holiday and sent his  
entire "crew" down, including of course, the fair ladies  
who furnished good competition for the many attractions  
at the Beach. Barnes Bros. of Yalesville also sent down  
an "attractive delegation".

All enjoyed a dip in the briny deep, a good feed and a  
ball game after. This ball game was between teams rep-  
resenting the Nurserymen and The Tree Protective Asso-  
ciation who were holding an outing at the same time. The  
Nurserymen managed to win notwithstanding the  
"rotten" decisions rendered by the umpire, Mr. Ralph T.  
Olcott who was guest of the association at the outing.

At a short business meeting held after dinner, four  
new members were admitted to the Association.

The regular annual meeting will be held in the city of  
Hartford in January.

F. J. RIPPIN.

Secretary

IMPORTATION OF STOCKS OF RHODODENDRON,  
AZALEA AND JAPANESE MAPLE.

Washington, D. C., August 11, 1922.

The Federal Horticultural Board has investigated the  
availability of stocks for grafting purposes of Rhododen-  
dron ponticum and Azalea pontica seedlings, the impor-  
tation of which under special permits ceased June 1,  
1922, in accordance with Notice issued February 1, 1921.  
It appears that heavy losses have been suffered in the  
imported lots of these stock materials and that American  
grown seedlings are not yet available. It has been decided  
therefore, to extend for one season, or until July 1, 1923,  
the period during which seedlings of these two plants  
may be imported. Special permits will be issued for  
plants of three years' growth or under, with the roots  
washed free of sand, soil or earth.

It has also been represented that a sufficient supply of  
seedlings of Japanese maple (*Acer palmatum*) for graft-  
ing purposes is not available in this country. This matter  
has been investigated by the specialists of the Department  
of Agriculture and upon their recommendation special  
permits will likewise be granted for the importation of  
seedlings of this maple of three years' growth or under  
for the period terminating July 1, 1923. The plants must  
have their roots washed free of sand, soil or earth.

The entry of these plants under special permit will be  
surrounded with the same safeguards which apply to  
other special permits issued under Quarantine 37.

Application for permits should be made on Form 207.

W. A. ORTON,  
Acting Chairman, Federal Horticultural Board.

# Standard and Half Standard Roses In Excellent Varieties, For Fall Delivery.

**KOSTER & CO.**      :-      :-      **Bridgeton, N. J.**

## CALIFORNIA PRIVET

Asparagus      Rhubarb      Cumb. Raspberry

Well Rooted, Vigorous Plants

## PEACHES in Assortment

Apple Buds and Grafts      Barberry Thun.

A Good Supply of

Hydrangeas, Deutzia, Spirea, Evergreens  
and Shade Trees

*Prices Right*

**THE WESTMINSTER NURSERY**  
**Westminster, Md.**

## KEEP UP YOUR STOCK

of

**TREES, SHRUBS, EVERGREENS,  
PERENNIALS and FRUITS**

by

**Sowing Fleu's Seeds**

SEND FOR PRICE LIST

**CONYERS B. FLEU, JR.**

6630 ROSS ST.,

Germantown      :      :      Phila.

## PEACH SEED

Plant Tennessee Natural Peach Seed,  
1921 Crop

WILL BE GLAD TO QUOTE PRICES

**SOUTHERN NURSERY CO.**  
**Winchester, Tenn.**

## LATHAM RASPBERRY

(Minnesota No. 4)

The Late Red Raspberry Supreme

Send for our prices on this and other revolutionizing orig-  
inations of the Minnesota State Fruit Breeding Farm.

The Daniels Nursery      :      :      Long Lake, Minn.

## Thoroughly Matured Seedlings

**JAPAN PEAR**

**MYROBOLAN**

Apple now sold out.

Despite our large supply of apple seedlings, we are now sold out. Discriminating buyers bought early and heavily. Some of them also ordered their next year's supply, so they would be sure to get our thoroughly matured, well graded, splendidly rooted stocks. When you consider that our seedlings are grown on clean, new soil, never before in nursery stock, that we have moisture under control, and crisp, dry fall weather to mature our stock, you can understand why our seedlings excel.

**WASHINGTON NURSERY COMPANY**  
**TOPPENISH, WASH.**

(In the famous Yakima Valley)

## FRUIT TREE STOCKS

THE BEST

THE CHEAPEST

APPLE—Including Doucin and Paradise

PEARS—Quince

CHERRY—Mahaleb and Mazard

PLUM—St. Julien, Myrabolan and Mariane

ROSA CANINA—Laxa, Polyantha and Manetti

If Already Ordered—Please Order Again

If Not—Please Send Us a Trial Order

Please State Quantities and Sizes You Want.

Cheapest Offer Will Be Sent You By Return

**JAN G. KLOOSTERHUIS**

POMONA NURSERIES

GASSELTE      :      :      HOLLAND

## COMMERCIAL NURSERY CO.

GROWERS OF HIGH-GRADE NURSERY STOCK

We specialize in June Bud Peach and will have a good supply of general nursery stock ready for Fall trade. Grown at our nursery, Decherd, Tenn.

We offer from our branch nursery, Monticello, Fla., good selection of Budded and Grafted Pecans, Japan Persimmon, Fig, Mulberry. Write us,

**Decherd, Tennessee**

## Box-Barberry Went Over the Top this Season

Is there any wonder when it possesses the following qualities:

- 1—Absolute hardiness.
- 2—Ability to withstand severe shearing.
- 3—Uniformity in growth and habit.
- 4—Attractive autumn foliage effect.
- 5—Freedom from disease and insect attack.

We sold over 100,000 Box-Barberry on a Convention floor in Detroit.

Advertising in the leading horticultural journals will continue which will help your sales.

Orders for lining out stock now being booked.

**WOODMONT NURSERIES, INC.**

The Elm City Nursery Co.

New Haven, Conn.

### AMERICAN APPLE STOCKS

The famous fruit stock and other horticultural industries of Europe were built up by far-sighted men, locating where climate and soil was favorable and then sticking to it till they produced goods that excelled those from any other source. They were not built in one generation, as they had to gain experience themselves and train the workmen until they produced an article that commanded the market.

The same process in building up these industries in different localities in the United States is taking place.

The Stannard Nursery Company, Ottawa, Kansas, have been growing apple and pear stocks continuously for 37 years. Some of their men have spent a life time at the work. They are now producing stocks that are being used by the million.

### PARADISE APPLE STOCK

A correspondent of the Horticultural Trade Journal raises the question as to the identity of the Paradise stock which is used in Europe as a stock to dwarf apple trees. Unfortunately the true identity of many stocks that are used is extremely uncertain. "Weathers" in "Commercial Gardening" states the first trees grafted on Paradise stocks were imported from France, but the French Paradise stock proved too short lived. He mentions an English variety of Paradise stock which is sturdy and long lived, does not form tap roots, the many roots of a fibrous nature remaining near the surface and often bringing apple trees into bearing five years earlier than the same variety worked on the crab.

In the United States dwarf apple trees have not been grown very extensively and we believe those which have been planted here have largely been imported.

Quarantine 37 has put an end to imported dwarf and trained fruit trees and the question arises, "Will interest in them completely die out or will some nurseryman experiment and try to produce them in this country?" The Department of Agriculture is already making experiments on stocks for fruit trees. It should be appealed to to include dwarfing stocks for apples. While it may not be very important from the commercial orcharding point of view, there should be a large field among those who have small grounds and who practice an intensive form of gardening. A very great deal depends upon the stocks used. It is time well spent to find out all that is possible about them and to know the exact identity of the stock being used.

### THE BALDWIN APPLE

During the severe winter of 1917 to 1918, many Baldwin trees in northern New York and in the higher altitudes in other sections of the State were seriously injured or completely killed out. This winter-injury has been brought home to the growers in the past two or three years thru a decline in their Baldwin plantings and, as a result, the popularity of the variety has suffered somewhat in certain apple regions.

The Baldwin is entirely too good a market apple to lose

favor with commercial growers in general. It is evident, however, that the variety is not adapted to localities where the winter temperatures drop as low as they do in northern New York, and that in such regions varieties developed under more severe conditions, such as the McIntosh should be substituted for the Baldwin.

Horticulturists at the New York Agricultural Experiment Station at Geneva assert that the Baldwin is an apple of location and that its tendency to winter-kill is probably its most undesirable characteristic. The McIntosh, on the other hand, is adapted to low temperatures; but since it is a late fall or early winter apple, it will never compete seriously with the Baldwin on the market. However, McIntosh can undoubtedly be grown to advantage where the Baldwin is dying out from winter-injury.

### COMMEMORATE ORIGINAL DELICIOUS APPLE TREE

A tablet commemorating the original Delicious apple tree was dedicated at Winterset, Iowa, August 15 at ceremonies attended by horticulturists from all parts of the country. In a statement by Secretary of Agriculture Henry C. Wallace, read at the dedication, he called attention to the rapid dissemination of this valuable variety which is now grown in nearly all apple areas and which has won favor on all markets in the short time of 25 years.

"It is especially appropriate," said the secretary, "that these ceremonies take place while the original tree is still alive and when all the essential facts as to location and age, as well as the time and method of its dissemination as a variety, can be determined with some exactness. In the case of many other popular varieties, such as the Baldwin, Northern Spy, Wealthy, and York Imperial, their full merits did not become known until after the parent trees had died.

"In the rapid development of this apple we see striking evidence of the tremendous development of the nation. Through our many publications valuable discoveries now become known at once and people in different places have an opportunity to avail themselves of them. Our wonderful development in transportation has made it possible to reap the full benefit of these discoveries through the improvement in marketing. In no other country, and certainly at no other previous time, could the merits of an apple have been made known so quickly. This is a nice illustration of the intensiveness of the conditions under which we live and of the readiness of our people to seize upon and utilize improvements worth while.

"And what a fine thing it is that the people of Iowa are in this striking way recording their appreciation of one of the many discoveries and triumphs of our rural life. We may well honor the men who have served their country in time of peril, but should we not equally honor the men who have contributed to the comfort and happiness and healthfulness of our people through the tireless working out and application of scientific facts or the devising of new and better methods for the doing of some of the humbler things upon which our progress depends."



For December or February Shipment From France We Offer

## FRENCH FRUIT and ROSE STOCKS

in a full assortment of sizes

Pears, Apples, Mahaleb, Mazzard, Myrobolan, Quince, Manetti, Multiflora, etc.

*Grown and Exported by*

**VINCENT LEBRETON'S NURSERIES, ANGERS, FRANCE**

whom we have represented as sole U. S. Agents for 20 years—which insures best grading, packing and shipping service. Well ripened stocks. Write for prices, specifically stating your requirements.

**McHUTCHISON & CO. 95 Chambers St. - New York**

### For FUMIGATION With HYDROCYANIC ACID GAS "CYANEGG"

Sodium Cyanide in egg shape, each egg weighs as near one ounce as possible. Destroys scale insects on Fruit Trees, Nursery Stock, Plants under glass and in Greenhouses.

Manufactured in U. S. A. by

**The Roessler & Hasslacher Chemical Co.**  
709-717 Sixth Avenue - - New York, N. Y.

### Vincennes Nurseries

W. C. Reed & Son, Prop., Vincennes, Ind.

OFFER FOR FALL 1922 SPRING 1923

Cherry, 2 Year, all sold  
Cherry, One Year, 11/16 up  
Cherry, One Year, 9/16 to 11-16  
Cherry, One Year, 7/16 to 9/16  
Cherry, One Year, 2 to 3 feet  
Keiffer Pear 2 Year, all grades  
Peach, One Year, Leading Varieties  
Plum on Plum, 2 Year, European and Burbank  
Hansen Hybrids, 2 year, on American Roots  
Plum and Apricots, One Year, on Peach  
Gooseberry, One and Two Year  
Our Blocks of One Year Cherry are largest in the U. S.  
Grown on New Land. Buy Early and be assured of a supply.

### BERBERRY SEEDLINGS

(OUR SPECIALTY)

Ampelopsis Veitchii—Seedlings, Transplants.

Ibota Private Seedlings.

Let us quote on your requirements

**C. E. WILSON & CO.**

Manchester

Conn.

### TREE AND SHRUB SEEDS

I have just issued an advance Price List on such seeds as can be offered at this time. It contains a large assortment and I am sure will interest you. Send for a copy.

If you want some real 1922 crop NATURAL PEACH PITS write for my prices.

**THOMAS J. LANE**

SEEDSMAN

DRESHER, PA., U. S. A.

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Every Landscapeman should use our photos when soliciting landscape orders. Our views are doing fine for many nursery firms. Start now using them. Our numbered circular sent free on request.

B. F. CONIGISKY

227 N. Adams St., Peoria, Ill.

### PEACH PITS

The Howard -- Hickory Co.

Hickory

N. C.

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**THE BENJAMIN CHASE CO.**  
DERRY N. H.



## 20,000,000 Strawberry Plants

The very cream of all varieties—grown on new lands, and absolutely true to name stock.

We are equipped to ship as many as 500,000 plants per day, and can send them direct to your patrons. Let us have your want list for special prices.

We guarantee prompt shipment and absolute satisfaction. We offer first class strawberry plants at right prices for your trade list.

This business is backed by forty four years of success, and it is the largest of its kind in the United States. Send for wholesale prices to day.

**J. A. BAUER**

LOCK BOX 38

**JUDSONIA, ARKANSAS**

### FOREST TREE SEEDLINGS AND SHRUBS

We are growing and offer for sale fall 1922, and spring 1923 Forest Tree Seedlings and Shrubs, and Lining out stock, such as *Bethula Nigra*, *Catalpa Speciosa*, *Cornus Florida*, *Elm*, *Poplar*, *Locust*, *Walnut*.

SHRUBS, such as *Altheas* in varieties, *Barberry Thunbergii* seedlings, *Calycanthus*, *Deutzias*, *Loniceras*, *California Privet*, *Amoor River North Privet*, *Amoor River South Privet*, *Spirea Van Houttii*. Write for quotations.

**FOREST NURSERY COMPANY**

Boyd Brothers,

McMINNVILLE, TENN.

### FOREST TREE SEEDLINGS

Black Locust

Silver Maple

Western Catalpa

White Oak

Ibota Privet

We Have a Surplus of These Items

WRITE FOR PRICES

**THOMAS B. MEEHAN CO.**  
WHOLESALE NURSERYMEN  
DRESHER, PENNA.

READY FOR SHIPMENT SEPTEMBER 15th

## Four Million Field-Grown Hardy Perennial Plants

SEND US YOUR WANT LIST OR ASK FOR OUR  
CATALOGUE

**THE WAYSIDE GARDENS CO.,** MENTOR  
OHIO

We Offer June Budded and One-year Peach, One-year Apple, California and Amoor River Privet, Strawberry Plants. Let Us Have Your Want List.

**CHATTANOOGA NURSERIES, CHATTANOOGA, TENN.**

P. S. We also have 200 bushels this season's Natural Peach Seed. Very fine for \$2.50 per bu.

## WANTED

### WANTED

Nursery salesman with a knowledge of nursery correspondence. Permanent position for the right man.

Box No. 10, National Nurseryman

### WANTED

An experienced propagator of roses, shrubs, and perennials for lining out in nursery rows.

R. N. Y. Care National Nurseryman

### SALESMAN

By large nursery concern. One who has had selling experience and has a knowledge of nursery stock. Good position for the right man.

Box No. 9, National Nurseryman

### HELP WANTED

Traveling Salesman for Nursery stock. Must be capable and experienced. Single man preferred. Liberal terms. Reference required.

Address N. S., Care National Nurseryman

### WANTED

Experienced Nursery Salesman, capable of handling high-class trade, large estates, etc. State references.

**LOUISVILLE NURSERIES**  
St. Matthews, Ky.

**WANTED**—A man with good executive ability, and knowledge of ornamental plants and their handling to take charge of our Ornamental Department. American preferred. Write us stating experience and salary wanted.

**THE BARNES BROS. NURSERY CO., YALESVILLE, CONN.**

**AMERICAN FLORIST'S TRADE DIRECTORY**  
*New Edition Price \$5.00, Postpaid*

For Sale by  
**NATIONAL NURSERYMAN PUB. CO., Inc.**  
HATBORO, - - - PA.

# Retinosporus Pisifera, Squarosa Veitchii

Per 100 and per 1000

## AUDUBON Nursery, H. Verzaal, Prop., P. O. Box 275, Wilmington, N. C.

FRUIT TREES—Pear, Plum, Peach, Apple and Cherry.  
 SMALL FRUIT—Raspberry, Blackberry and Currants.  
 FINE LOT OF GRAPES—Concord, Agawam, Salem, Wyoming Red, Brighton, Worden, Niagara and Delaware 1 year No. 1, and some varieties 2 year No. 1.  
 SILVER MAPLE—Sizes 1 to 4 in.  
 NORWAY MAPLE—Sizes 1 3/4 to 4 in.  
 CUT LEAF BIRCH, EUROPEAN SYCAMORE  
 Fair Assortment of Shrubs, Spirea, Hydrangea, Etc.

**H. J. CHAMPION & SON**  
 PERRY, OHIO

### Leavenworth Nurseries, Carl Holman, Prop.

LEAVENWORTH, KANSAS  
 GOOSEBERRIES CURRANTS BLACKBERRIES  
 CLEMATIS PANICULATA PEONIES ASPARAGUS  
 For Fall Delivery. Write for Prices.

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Catalogues  
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 Hatboro, Pa.

Specialists in Nursery Printing  
 Ask for Prices. We are the printers of this Magazine

*Weller's Perennials*  
 with that  
 Wonderful Root System

WELLER NURSERIES  
 COMPANY  
 (Incorporated)  
 Holland, Michigan  
 28 Acres in Perennials

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BOSKOOP, HOLLAND

offer to grow on contract  
**MANETTI** and other stocks  
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### Ozark Mountain Grown Trees

Berry Plants, California Privet, Peach Pits, etc.

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THE FAYETTEVILLE NURSERIES

With well-developed Root Systems. Will please your customers. Let us quote you on Peach, Apple, Plum, Apricot,

FAYETTEVILLE, ARKANSAS

### EVERBEARING STRAWBERRY PLANTS

If you need Everbearing strawberry plants to fill spring orders or if you wish to increase your planting in nurseries, we can supply you with genuine PROGRESSIVE Everbearing plants, guaranteed to be TRUE TO NAME and handled so as to reach you in best of growing condition. Write for prices.

We have been growing and breeding the Everbearing strawberries for the past eight years and have many new varieties growing in our experimental grounds that are not yet for sale. We invite a personal visit to our grounds during fruiting season, preferably during August or September. The latch string is always out.

THE GARDNER NURSERY CO., Drawer 103, Osage, Iowa.

**SEPTEMBER 25, 1922**

Is our date to begin filling strawberry orders for fall deliveries.

Will ship to you or direct to your customers under your own tags.

Remember that we are also headquarters for Lucretia Dewberry plants.

*Quality and Prices Justify Your Patronage*

**V. R. ALLEN, - Seaford, Delaware**

Azalea Hinodigiri, Azalea Indica Alba, etc.  
 Buxus Suffruticosa & Pachysandra Terminalis

**A. E. WOHLERT, Narberth, Pa.**

10,000 M. L. Rhubarb

Heavy 2-1 transplanted at 1 year.

500 Hybrid Japan Catalpa

Heavy 8-10 ft. This Catalpa is 100% better than Speciosa for ornamental planting.

500 Syracuse Red Raspberry

**E. H. BURSON, CHURCHVILLE, N. Y.**

**THE J. H. FOSTER NURSERY**

**Fredonia, N. Y.**

Successor to Foster—Cooke Co.

Grower of Grape Vines, Currants and Gooseberries, in both 2 yr. No. 1 and 1 yr. No. 1. Have a surplus of the leading varieties in 1 yr. No. 1 and can furnish 2 yr. No. 1 in most of them.

Write for quotations before placing your order, you will find any prices right also grade. Can make early or late shipments.

ESTABLISHED 1893

## THE NATIONAL NURSERYMAN

INCORPORATED 1902

The only Trade Journal devoted exclusively to the interests of growers and dealers in nursery stock.

Edited by a practical nurseryman, Ernest Hemming, Flourtown, Pennsylvania, to whom all correspondence pertaining to the Editorial Department, should be addressed.

Nurserymen cannot afford to be without a trade paper. The advertising pages, patronized by all leading nurserymen throughout the world, will save many dollars to the subscriber. These pages are a record of the stock offered for sale.

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HATBORO, PENNA.

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Nurserymen and Florists

Subscribers to "Nurserymen's Fund for Market Development."

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Carolina Peach Pits

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J. Van Lindley Nursery Co.

Pomona, N. C.

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Send for free copy and subscription rates to:

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W. C. 2, London, England

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This is The British Trade Paper being read weekly by all Horticultural traders. It is also taken by over 1000 of the best Continental houses. Annual subscriptions to cover cost of postage, \$1.50. Money orders payable at Lowdham, Notts. As the H. A. is a purely trade medium applicants should, with the subscription, send a copy of their catalogue or other evidence that they belong to the nursery or seed trades. Address

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Contains special features not found in any other trade journal.

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*Palms and Greenhouse Stock, Roses in Bush, Standard or Tree Form, Evergreens, Trees and Perennials.*  
*Boxwood, Rhododendrons, Andromedas, Ericas, Azaleas, Japanese, Ghent, and Mollis.*  
Send Us Your Want List.  
Inspect Our Stock.

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Headquarters for

**Small Fruit Plants**

and LINING OUT STOCK

Strawberries Grape Vines  
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Dewberries Spirea  
Blackberries Hardwood Cuttings  
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Currants Mulberries  
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Horseradish  
Asparagus  
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Barberry Seedling  
Althea Seedling  
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Our list quotes lowest prices.

W. N. SCARFF & SONS  
NEW CARLISLE - OHIO

A Fine Stock of

**Norway Maple, Silver Maple, European Sycamore**

and other Ornamental Trees in All Sizes

A beautiful lot of CUT LEAF BIRCH 8-10 ft. and 10-12 ft.  
Hardy Shrubs of all kinds

Also a limited supply of Fruit Trees and Small Fruit Plants.

**T. B. WEST**

Maple Bend Nursery

Perry, Ohio

### CHARLES DETRICHE & SON

ANGERS, FRANCE

Growers and Exporters of Fruit Tree Stocks, Forest Tree Seedlings, Rose Stocks, Shrubs and Conifers for Nursery Planting.

For all information as to Stocks, Prices, terms, etc., address

**JACKSON AND PERKINS COMPANY,**  
(Sole Agents)

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### Native Broad-leaved EVERGREENS

Ornamental Trees, Shrubs, Vines, Woody and Herbaceous Plants of the Blue Ridge Mountains, including: *Kalmias, Rhododendrons, Leiophyllums, Andromedas, Tsugas, Azaleas, Corylus, Oxydendron, Zanthorhiza, Ampelopsis, Lonicera, Shortia, Iris, Liliums Stenanthium.*

Approximately 500 species

Collections to Order in Carlots a Specialty  
Correspondence from large planters solicited.

ASK FOR PRICE LIST

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Largest assortment in New England. Evergreens, deciduous trees, both common and rarer varieties. Sturdy, choice stock that can be depended upon. Send for catalog and special trade prices.

**The Bay State Nurseries**  
North Abington  
Mass.

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This New England soil and climate produce fine sturdy shrubs. Special trade prices. By the thousands, hardy Native and Hybrid Rhododendrons—transplanted and acclimated. Send your lists let us est.



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We still have a  
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## EVERGREENS

Including a good  
supply of the scarce  
medium sizes.

Trees and Shrubs also.

We are headquarters  
for Taxus Canadensis,  
Pinus Mughus, Rhodo-  
dendron Carolinianum  
and Azalea Kaempferi.

**FRAMINGHAM NURSERIES**  
Framingham, Mass.

## Raspberry, Blackberry

and other Small Fruit Plants

in large supply

Special prices for fall shipment

**J. T. LOVETT, Little Silver, N. J.**

## HILL'S EVERGREENS

FOR LINING OUT

We are now booking orders for Fall 1922 and Spring  
1923 delivery on choice items as follows:

|                       |                          |
|-----------------------|--------------------------|
| Douglas Fir           | Juniperus Sabina         |
| Hemlock               | Juniperus Tamariscifolia |
| Assorted Biotas       | Juniperus Virginiana     |
| Assorted Cedrus       | Juniperus Counarti       |
| Assorted Cupressus    | Juniperus Glauca         |
| Juniperus Canadensis  | Juniperus Schotti        |
| Juniperus Chinensis   | Norway Spruce            |
| Juniperus Pfitzeriana | Colorado Blue Spruce     |
| Juniperus Procumbens  | Austrian Pine            |
| Juniperus Stricta     | Dwarf Mountain Pine      |
| Assorted Arbor Vitae  |                          |

**THE D. HILL NURSERY CO., INC.**

Evergreen Specialists—Largest Growers in America  
Box 401 Dundee, Illinois

When writing to Advertisers please mention the National Nurseryman.

## NURSERY BANDS

Manufacturers of

### STEEL BOX STRAPPING

FOR

### NURSERY PURPOSES

AN ESSENTIAL TO FINISH YOUR JOB

AT A NEGLIGIBLE PRICE.

STANDARD SIZES USED BY NINETY

PERCENT OF THE NURSERY TRADE ARE

8 in. X 1 in. AND 12 in. X 1 in.

ANY SIZE CAN BE FURNISHED

WRITE FOR PARTICULARS

**American Steel Band Co.,**

888 Progress Street,

PITTSBURGH, PA.

## TREES

## SHRUBS



## EVERGREENS



*Some of Our Specialties:*

Red and Pin Oak, 1 1/4 to 2 1/4 in. cal.

Sugar Maple, 1 1/4 to 2 in. cal.

Hydrangea A. G.

Hydrangea P. G.

Viburnum Plicatum

Retinispora Plumosa Aurea, 2 ft. to 3 1/2 ft.

Pyramidal and

American Arbor Vitae, 2 1/2 to 5 ft.

WRITE FOR PRICES

Catalogue Ready in September

**THOMAS B. MEEHAN CO.**

WHOLESALE NURSEYMEN

DRESHER :: PENNA.

## FRUIT TREES

### PEACHES—One Year Budded.

|                  |                |
|------------------|----------------|
| Belle of Georgia | Iron Mountain  |
| Brackett         | J. H. Hale     |
| Carman           | Krummel        |
| Champion         | Mamie Ross     |
| Crawfords Late   | Ray            |
| Elberta          | Red Bird Cling |
| Fox              | Rochester      |
| Francis          | Salway         |
| Greensboro       | Slappey        |
| Hiley            | W. H. Cling    |

### PEACHES—June Budded.

|                  |         |
|------------------|---------|
| Belle of Georgia | Elberta |
| Brackett         | Hiley   |
| Carman           |         |

### APPLES—Two Year Budded.

Paragon

### APPLES—One Year Budded.

Albermarle Pippin  
Baldwin  
Ben Davis  
Delicious  
Duchess  
Gano  
Grimes Golden  
Jonathan  
Liveland Raspberry  
McIntosh  
Maiden Blush  
Northern Spy  
N. W. Greening  
Paragon  
R. I. Greening  
Rome Beauty  
Stayman  
Transcendent (Crab)  
Wealthy  
Williams Early Red  
Winesap  
Winter Banana  
Yellow Transparent  
York Imperial

### PEARS—Two Year Budded

Keiffer

### PEARS—One Year Budded

|                  |               |
|------------------|---------------|
| Anjou            | Kieffer       |
| Bartlett         | Seckel        |
| Clapp's Favorite | Winter Nellis |
| Duchess          |               |

### PLUMS—One Year Budded

|              |                   |
|--------------|-------------------|
| Abundance    | Italian Prune     |
| Bradshaw     | Lombard           |
| Burbank      | Red June          |
| German Prune | Shropshire Damson |

### QUINCE—One Year Budded

|        |          |
|--------|----------|
| Orange | Champion |
|--------|----------|

### CHERRY—One Year Budded

|                 |                |
|-----------------|----------------|
| Bing            | Montmorency    |
| Black Tartarian | Napoleon       |
| Early Richmond  | Yellow Spanish |
| Governor Wood   |                |

### APRICOTS—One Year Budded

Harris

## SMALL FRUITS

### GRAPES—Two Year

|          |               |
|----------|---------------|
| Concord  | Moore's Early |
| Delaware | Niagara       |

### GRAPES—One Year

|          |               |
|----------|---------------|
| Concord  | Moore's Early |
| Delaware | Niagara       |

### BLACKBERRIES—One Year

|               |           |
|---------------|-----------|
| Blowers       | Lawton    |
| Early Harvest | Messereau |
| Eldorado      | Rothbun   |
| French Lawton | Snyder    |
| Iceburg       | Ward      |

### RASPBERRIES—One Year

|            |              |
|------------|--------------|
| Cumberland | Golden Queen |
| Cuthbert   | Londen       |
| Early King | Plum Farmer  |
| Eureka     | St. Regis    |

### CURRENTS—One Year

|               |        |
|---------------|--------|
| Fays Prolific | Wilder |
|---------------|--------|

### GOOSEBERRIES—One Year

|         |          |
|---------|----------|
| Downing | Houghton |
|---------|----------|

### DEWBERRIES—One Year

Lucretia

## MISCELLANEOUS

### ASPARAGUS—One Year

|                   |
|-------------------|
| Conovers Colossal |
| Palmetto          |

### STRAWBERRY PLANTS

All Leading Varieties

### BERBERRY THUNBERGII

6 to 8 inch to 2 to 2½ ft.

### CALIFORNIA PRIVET

6 to 8 inch to 4 to 5 ft.

### BOXWOOD B.—Sempervirens

12 to 18 in. to 30 to 36 inch.

## FLOWERING SHRUBS

Coral Berry  
Carolina Allspice  
Deutzia, Double White  
Deutzia, Pride of Rochester  
Golden Bell, (Asst.)  
Mock Orange, Common  
Spirea, Van Houttei  
Sweet Scented Shrub

## SHADE TREES

Elm, American  
6-7 ft to 12-14 ft.  
Linden, American  
14-16 ft.  
Linden, European  
6-7 ft. to 7-8 ft.  
Locust, Honey  
10-12 ft to 12-14 ft.  
Maple, Ash Leaf  
6-7 ft to 10-12 ft.  
Maple, Norway  
1¾ inch to 4 inch  
Maple, Silver  
6-7 ft. to 14-16 ft.  
Oak, Pin  
5-6 ft. to 10-12 ft.  
Plane, Oriental  
1¼ inch to 4 inch  
Poplar, Carolina  
6-8 ft to 8-10 ft.  
Poplar, Lombardy  
7-8 ft to 14-16 ft.  
Poplar, Tulip  
10-12 ft. to 12-14 ft.  
Walnut, Black  
5 to 6 ft. to 6 to 7 ft.

## EVERGREENS

Arborvitae, American  
2-3 ft. to 10-12 ft.  
Arborvitae, Chinese  
4-5 ft. to 8-10 ft.  
Cedar, Blue Virginia  
7 to 8 ft.  
Cedar, Red  
7-8 ft to 10-12 ft.  
Fir, Cephalonian  
5-6 ft. to 8-10 ft.  
Hemlock, Canadian  
3-4 ft to 8-10 ft.  
Juniper, Schott's  
7 to 8 ft.  
Pine, Austrian  
4-5 ft to 6-7 ft.  
Pine, Scotch  
4-5 ft. to 6-7 ft.  
Pine, White  
4-5 ft. to 6-7 ft.  
Retinospora, Golden Pea-fruited  
7-8 ft. to 8-10 ft.  
Retinospora, Japanese Pea-fruited  
6-7 ft. to 8-10 ft.  
Retinospora, Jananese Plumelike  
5-6 ft. to 7-8 ft.  
Retinospora, Veitch's Japanese  
7-8 ft. to 8-10 ft.  
Spruce, Douglas,  
3-4 ft. to 5-6 ft.  
Spruce, Norway  
2-3 ft. to 10-12 ft.  
Spruce, Oriental  
4-5 ft. to 6-7 ft.

# HARRISONS' NURSERIES

J. G. HARRISON & SONS, Proprietors

Berlin,

Maryland



30  
10

# THE NATIONAL NURSERYMAN



OCTOBER 1922

Published Monthly at Hatboro, Penna., U. S. A., in behalf of the Trade Interests of Nurserymen, Seedsmen and Plant Growers in General

## THE MONROE NURSERY

Established 1847.

Offers a Fine Stock of  
**SPECIMEN EVERGREENS,  
FRUIT AND ORNAMENTAL  
TREES AND SHRUBS**

Will be pleased to quote on your list of wants

**I. E. Ilgenfritz' Sons Co.**  
Monroe, Mich.

Manufacturers of The I. E. Ilgenfritz' Sons Co.'s Celebrated  
Graft and Stock Planter and Firmer

## Mount Arbor Nurseries,

E. S. WELCH, Pres.

**SHENANDOAH, IOWA.**

### OUR SPECIALTY

A Complete Assortment of General Nursery  
Stock

**WE DESIRE TO CALL SPECIAL ATTEN-  
TION TO THE FOLLOWING:**

Apple and Japan Pear Seedlings  
(American Grown)

French Fruit Tree Stocks

Pear, Standard and Dwarf, two years

Elm, American White, car lots

**PRIVET, AMOOR RIVER, NORTH, TWO  
YEARS.**

Spirea Van Houtte, choice stock

Roses, Climbing, H. P. and H. T.

We have put in 15 acres of overhead irrigation system  
for the better production of Shrubs, Roses, Perennials  
and Evergreens.

We are always pleased to quote  
prices and to answer inquiries.

## Buntings' Nurseries

G. E. Bunting & Sons, Proprietors

Selbyville - Delaware

OFFER FOR DELIVERY

Fall 1922

**GRAPE VINES**

**PEACH TREES**

**APPLE TREES**

**ASPARAGUS ROOTS**

**STRAWBERRY PLANTS**

**FLOWERING SHRUBS**

**CALIFORNIA PRIVET HEDGE**

*PROPERLY GRADED QUALITY STOCK*

*Car lots or less*

**INSPECTION INVITED**

## SCARCE ITEMS



In addition to our usual complete line we are offering  
many scarce varieties; for instance

GOLDEN SYRINGA

JAPAN SNOWBALL

DUTCHMAN'S PIPE

PAULS SCARLET THORN

FLOWERING ALMOND

JAPAN QUINCE

and others too numerous to mention. Our wholesale bul-  
letin No. 1 is now ready. If you don't get it drop us a line.

*WE TRY TO PACK A LIBERAL AMOUNT OF  
SATISFACTION WITH EACH ORDER*

**C. R. Burr & Company**  
Manchester - Conn.

THE  
PREFERRED  
STOCK

THE  
PREFERRED  
STOCK

# OUR FALL PRICE LIST

IS NOW READY  
FOR THE TRADE ONLY

It went to our mailing list on September 20th. If you did not receive a copy and would be interested in seeing one, please ask us for it. We would like to be sure your name is in our files so you will receive all our publications.

## Jackson & Perkins Company

*Rose Growers and Nurserymen*

WHOLESALE ONLY

NEWARK : NEW YORK STATE

Use Printed Stationery—We Sell to The Trade Only

THE  
PREFERRED  
STOCK

THE  
PREFERRED  
STOCK

We grow young evergreens in large quantities and every tree we sell is raised from seeds in our own nurseries.

If you are in need of lining out stock why not write for our wholesale trade list before placing your order. Our prices are low because we specialize in young stock.

COLLECTORS OF TREE SEEDS

THE  
**North-Eastern Forestry Co.**

CHESHIRE  
...Connecticut...

## TO THE TRADE ONLY

We offer for delivery fall 1922 or spring 1923 a large and well assorted block of Fruit trees comprised of

Apple

Pear

Cherry

Peach

Apricot

Nectarine

Plum

Prune

and a particularly fine lot of Gooseberry and Currant in both one and two year olds.

Roses and Ornamentals

*Headquarters for Nursery Supplies*

### Portland Wholesale Nursery Co.

971 Sandy Boulevard Portland, Oregon

## CHERRY TREES! CHERRY TREES!

ONE YEAR OLD

### THE BEST YOU EVER SAW

EXTRA HEAVY

EXTRA TALL

EXTRA WELL BRANCHED

*Write for Our Attractive Prices*

We also offer a general assortment of other stock including Apple, Pear, Plum, Plum on Peach, Quince and Peach.

### KELLY BROTHERS' NURSERIES

DANSVILLE, N. Y.



# PAINESVILLE NURSERIES



## THE STORRS & HARRISON CO.

NURSEYMEN --- FLORISTS --- SEEDSMEN

ESTABLISHED  
1854

PAINESVILLE, OHIO.

1200 ACRES  
45 GREENHOUSES

Subscribers to "Nurserymen's Fund for Market Development."

When writing to Advertisers please mention the National Nurseryman.

## J. H. SKINNER & CO.

Topeka                      Kansas.

We Offer for Fall, 1922:

### APPLE SEEDLINGS

### JAPAN PEAR SEEDLINGS

### FOREST TREE SEEDLINGS:

American White Elm

Black Locust

Honey Locust

Catalpa Speciosa

### SPIREA VAN HOUTTI, 1 Year:

for transplanting; also 2 to 3  
feet and 3 to 4 feet stock.

## Horticultural Printing

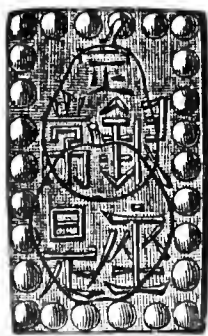
- ¶ And yet we do rather more than that: we plan and build catalogues and folders, write copy, prepare layouts and make illustrations in colors or plain.
- ¶ We even compile mailing-lists for special purposes.
- ¶ Not only as manufacturing printers but also as counsel in advertising and selling campaigns, we are uniquely equipped to serve our nursery trade clients because of actual experience during many years in every department of nursery selling.
- ¶ And we have a rather intimate acquaintance with the business of many nurserymen, enabling us to carry out our clients' ideas and to fit their needs with the right sort of order-getting printed matter.

## THE DUBOIS PRESS

*Horticultural Color Printers*

ROCHESTER, NEW YORK

We Offer the Trade Our Usual  
Line of



FRUIT TREES

SHRUBS

ROSES

VINES

*Fall Trade List Mailed September 5th.  
Write for Copy If You Haven't  
Received Yours.*

~~~~~  
THE HUNTSVILLE WHOLESALE NURSERIES, INC.,  
HUNTSVILLE, ALA.

## A General Variety of Nursery Stock



35,000 Norway Maple and American Elm,  
also Montmorency and Early Richmond  
Cherry, 1 year, in car lots or less.



C. M. Hobbs & Sons  
BRIDGEPORT                      -                      Indiana

# The National Nurseryman.

FOR GROWERS AND DEALERS IN NURSERY STOCK

The National Nurseryman Publishing Co., Incorporated

Vol. XXX.

HATBORO, PENNA., OCTOBER 1922

No. 10

## Training Children How to Know and Use Plants

*An Address Delivered by James N. Rule, Director of Science, State Department of Public Instruction, Commonwealth of Pennsylvania, Before Pennsylvania Nurserymen's Association, Lancaster, Pa., August 10, 1922.*

Probably never before in the history of the world have so many political remedies been proposed for the ills of mankind—remedies which run the entire gamut of complete control of every man's property and life to an anarchic state which relaxes every element of control except one's own passing wish. These political agitators are in our streets daily, hawking their wares and loudly claiming each for his own particular brand of government or of legislation that it is the one thing needful to make our nation once more a land verily flowing with milk and honey. The final issue of these agitations is still in doubt, and will continue to be in doubt until our electorate as a whole is literate and liberty-loving and law-abiding.

If any particular trend, however, is discernible, it seems to be present in the direction of less rather than more government, but, after all, I presume to say that the question is not primarily whether we need more or whether we need less government. Thoughtful men and women, regardless of party affiliations, are agreed that what our nation, our states, our cities and towns need politically is not a little more or a little less government, but *better* government. And these same thoughtful men and women are agreed that better government cannot be secured merely by electing better men and women to office. The level of governmental efficiency cannot rise appreciably above the general level of the capacity of the electorate to appreciate and support the fundamental factors that make for a better government. Progressive men and measures that make for a better government are not supported nor are harmful men and measures rebuked in a governmental unit whose electorate is illiterate, or unintelligent with reference to the vital issues of the day.

Moreover, the voter has found that his vote has been too often exploited and used, not for the general good, but for the benefit of those in control of the machinery of government and their friends. The immense amount of publicity and propaganda that is issued through our magazines and newspapers, reaching and influencing as they do practically every adult of voting age, has brought to the voter a vast deal of information which he is often powerless to digest or interpret. The result is that many voters cast their ballots on vital issues of the day on the basis often of misinformation and prejudice instead of accurate information and sound judgment.

I am reminded in this connection of the story of the four blind Hindus and the elephant. They went to find

out what an elephant was like. One approached the giant beast from the rear and touching the tail remarked, "I perceive that the elephant is very much like a rope." Another one as he groped forward met one of the elephant's legs and said, "Nay, but he is more like a tree trunk." The third Hindu touched the elephant's ear. This one stoutly maintained, "I agree not with either of you, for I find the elephant like a huge leaf." The last of the four Hindus happened to touch an ivory tusk, and he disagreed with all his fellows. "You are all in error," he said, "this elephant I find, is hard and smooth like a pebble stone." We can easily imagine how after this investigation the four retired to a quiet spot to argue it out.

The story is an excellent example of the futility of trying to base sound judgment upon misinformation or insufficient information, for insufficient information on any subject upon which one is called to pass judgment constitutes misinformation—misleading information, if you please. Moreover, if the four blind Hindus had pooled their observations at par their conception of the elephant would still have been incomplete. Partial truths are often more harmful than untruths.

All of this is but to say that if the vital issue confronting us as a people today is that of better government—and I believe we are generally agreed that it is—we must support and strengthen every agency that makes for better citizens, for upon the successful issue of the effort of our American Democracy to secure and maintain a progressively better government—a government better than any other form of government depends in large measure the future of "Government of the people, by the people, for the people" the world over.

The chief agency of a democracy for the production of better citizens is obviously its schools. Upon these it must depend not only for the perpetuation of its basic institutions but also for their progressive improvement from generation to generation. That the chief business of a democracy is education has become axiomatic.

### SOME COMPARATIVE COSTS

And yet what do the figures say. The character of a nation's expenditures are some measure of its sense of relative values.

We are spending as a nation fifty million dollars daily for food and barely three millions daily for education of every type and grade. Approximately one-fifth of our population is in school. We are spending, then, roughly speaking, more than three times as much for food for our

bodies as we are spending on instruction for our minds. The argument is not for less food but for more education. If it is important to provide food adequate in quantity and quality to keep the body fit, why should we not be equally ready to spend money for instruction of adequate quantity and quality to guarantee to every American girl and boy the kind of education he or she needs to become a self-respecting, self-reliant, intelligent citizen? Improved methods and machinery are rapidly reducing the time and labor necessary to provide our food supply, so that whereas it formerly took a farmer three hours to raise a bushel of wheat, it is estimated it now takes but fifteen minutes. But not so with education. Whereas in the early days of our national life the educational process was a relatively simple affair owing to the relatively simple kind of life our forefathers lived; now education of every type, elementary, secondary, collegiate and professional, has necessarily become vastly more complex owing to the relatively more complex life we are called upon perforce to live in these modern days.

\*\*\*There were but six cities of 8000 inhabitants or over in the country as late as 1810, and even in these, life was far simpler than in a small Western village today. There was little need for book learning among the masses of the people of that day to enable them to transact the ordinary business of life. A person who could read and write and cipher in that time was an educated man, while the absence of these arts was not by any means a matter of reproach."

With the increased complexity, however, of modern life has come, necessarily, a corresponding increase in the complexity of our educational system and in the expenditures for its maintenance and growth.

Let us also consider briefly in this connection our national expenditures along another line.

Milady's annual bill for cosmetics and perfumes is approximately three-fourths and the men's annual smoke bill is over twice as much as our total national expenditures for education of every type and grade; and the figures of the United States Internal Revenue office for a recent year show that we are spending annually for luxuries an amount more than twenty times in excess of our total annual expenditures for education of every type and grade. Is it fair or reasonable, in the light of such fact, to say in response to the demand for increased expenditures for education, "Where is the money to come from?" Large expenditures for education do not necessarily bring correspondingly large educational returns; but education has at last been put upon an approximately scientific and measurable basis, so that every administrative school unit, whether local or state may successfully insist upon a dollar's return in educational service for every dollar invested in the schools. The whole question of the adequate financial support of our schools resolves itself in the last analysis to one of relative values: Which do we prefer to spend our money on as an index of our sense of relative values?

#### PERFUMES OR PUPILS, SMOKES OR SCHOOLS?

Note what a dollar will do:

\$1.00—Spent for a meal will last five hours.

\$1.00—Spent for cigars will last a week.

\$1.00—Spent for perfumery will last thirty days.

\$1.00—Spent for a cap will last six months.

\$1.00—Spent for an automobile will last five years.

\$1.00—Spent for the education of a child will last through all eternity.

Inevitably pupils and schools will win out against all competitors, for our American children constitute collectively the most precious resources of our nation. To give them less educational training than they require to play each one his best part in the life of our democracy is a species of national suicide which no loyal American may calmly contemplate.

The aim of our Pennsylvania Educational Program is to give each child in the state whatever educational training he needs to play his best part in the life of our great Commonwealth. It will be quite impossible to present in the time allotted the details of the entire program, but you will be interested, I am sure, in our plans for diffusing generally among the population of our state a wider knowledge and appreciation of the uses of science in everyday life and particularly of nature study, biology and horticulture—those branches of science which teach children how to know and use plants.

#### TWELVE YEARS OF INSTRUCTIONAL CONTINUITY IN SCIENCE PLANNED FOR THE PUBLIC SCHOOLS OF PENNSYLVANIA

The past century has been called the Age of Science. Due to the discoveries and inventions of science in this period, man's progress in the field of the practical arts, industry, agriculture and in every line of human endeavor has been greater and more rapid than in any other one hundred years in the world's history. This progress in the field of scientific research has resulted in an accumulation of knowledge greater in the aggregate probably than the entire previous sum total of human knowledge. The advances in scientific knowledge and achievement have, however, been far more rapid than has been their application to the problems of human society. Scientists have advanced deep into the region of the unknown, but the great mass of the people have not yet progressed in their mode of living and thinking to positions even approximately in line with the advanced outposts of human knowledge now held by our great scientists.

If the recent advances in the science of agriculture were to be generally effective throughout our land, production would be increased many fold, our pre-eminence as an agricultural nation made secure, and the general level of comfort greatly raised for the people; granting, of course, that an efficient system of distribution shall have been developed. If the knowledge of the principles of public sanitation and personal health now in the possession of our scientific workers could be effectively translated on a national scale into habits and ideals of personal and public cleanliness, the increase in happiness and well being that would accrue to us as a nation and as individuals is beyond anyone's ability to compute or estimate.

The diffusion of science, in order that its obligations and its blessings may become the common possession of all, must be the dominant note of our science teaching.

#### NEED OF AN ENLARGED PROGRAM OF SCIENCE INSTRUCTION

The process of diffusing the results of scientific re-



search among the people is a function of education and demands an enlarged program of science instruction in our schools.

The lessons of the Great War have only served to emphasize the need of a comprehensive reorganization of science instruction that all may be brought into an intelligent appreciation of the role of science in the progressive development of the individual, the nation, and the world. The conclusion is sound that science instruction in the present age must form as necessary a part of the instruction of every child as do the three R's and that education without science is sterile. Science is the pollen that fertilizes the hopes and aspirations of man, that they may bring forth the fruit of personal and civic health and happiness—and not for one generation only, but for countless generations yet unborn.

Such an enlarged program of twelve years of science work has been broadly outlined as follows:

1. Nature Study, *grades I-III.*
2. Nature Study, including gardening, *grades IV-VI.*
3. General Science including elementary agriculture, *grades VII-IX.*
4. The special sciences, *grades X-XII:*  
General Biology, 10th grade.  
Physics and Chemistry, 11th and 12th grades.

In addition to these formal courses in science a course in Vocational Agriculture, developed and sponsored by our Bureau of Vocational Education, is offered to the schools of this state. One unit of this course has to do with fruit production, and is a sample of the excellent work being done by this bureau of our department to promote the practical phases of our state educational program. This work is offered in the third year of the high school.

Three phases of this program will be of special interest to you, as I said before—the work in nature study, general biology, and horticulture. I shall endeavor to present to you briefly our point of view with reference to these subjects and suggest in closing some ways in which you may co-operate with your local schools.

The case for nature study has never been better stated than was done by Benjamin Franklin in 1749, in his "Proposals for the Education of Youth in Pennsylvania."

Excerpt from

"PROPOSALS FOR EDUCATION OF YOUTH IN PENNSYLVANIA"

By Benjamin Franklin

"With the History of Men, Times and Nations, should be read at proper Hours or Days, some of the best Histories of Nature, which would not only be delightful to Youth, and furnish them with Matter for their Letters, etc., as well as other History; but afterwards of great Use to them, whether they are Merchants, Handicrafts or Divines; enabling the first to better understand many Commodities, Drugs etc., the second to improve his Trade or Handicraft by new Mixtures, Materials, etc., and the last to adorn his Discourses by beautiful Comparisons, and strengthen them by new Proofs of Divine Providence. The Conversation of all will be improved by it, as Occasions frequently occur of making Natural Observations, which are instructive, agreeable, and entertaining in almost all Companies. Natural History will also afford Opportunities of introducing many Observations, relating to

the Preservation of Health, which may be afterwards of great Use. Arbuthnot on Air and Ailment, Sanctorius on Perspiration, Lemery on Foods, and some others may now be read, and a very little Explanation will make them sufficiently intelligible to Youth.

"While they are reading Natural History, might not a little Gardening, Planting, Grafting, Inoculating, etc., be taught and practiced; and now and then Excursions made to the neighboring Plantations of the best Farmers, their methods observed and reasoned upon for the Information of Youth. The Improvement of Agriculture being useful to all, and Skill in it no Disparagement to any."

Franklin also quotes Rolin, a French scholar:

"Rollin, speaking of Natural Philosophy, says, 'That much of it falls within the Capacity of all Sorts of Persons, even of Children. It consists in attending to the Objects with which Nature presents us, in considering them with Care, and admiring their different Beauties, etc. Searching out their secret Causes indeed more properly belongs to the Learned.'

"I say that even Children are capable of Studying Nature, for they have Eyes, and don't want Curiosity; they ask Questions, and love to be informed; and here we need only awaken and keep up in them the Desire of Learning and Knowing, which is natural to all Mankind. Besides this Study, if it is to be called a Study, instead of being painful and tedious, is pleasant and agreeable; it may be used as a Recreation, and should usually be made a Diversion. It is inconceivable, how many Things Children are capable of, if all the Opportunities of Instructing them were laid hold of, with which they themselves supply us.

"A Garden, a Country a Plantation, are all so many Books which lie open to them; but they must have been taught and accustomed to read in them. Nothing is more common among us than the Use of Bread and Linnen. How seldom do Children know how either of them are prepared; through how many Operations and Hands the Corn and Flax must pass, before they are turned into Bread and Linnen? The same may be said of Cloth, which bears no Resemblance to the Wool whereof it is formed, any more than Paper to the Rags which are picked up in the Streets: And why should not Children be instructed in these wonderful Works of Nature and Art which they every Day make Use of without reflecting upon them?"

#### BIOLOGICAL SCIENCE

Following is a general statement of the proposed work of biological science, submitted by Professor James S. Grim, of the Keystone State Normal School, chairman of the State Biology Committee, and accepted by the department as the point of view to govern the development of the course of study in this important subject. Botany and zoology as separate subjects in the high school are being replaced, generally, by the single subject, general biology, which treats in a very practical way with both plants and animals in their relation to each other and to human welfare.

*Aim*—Biological science should contribute vitally to the attainment of the following educational objectives as stated by the National Commission of the National Edu-

cation Association on the Reorganization of Secondary Education:

1. *Health*—The offerings of the life sciences in the field of health should be organized and presented to all high school pupils as a constant and essential element in the curriculum. No aim is more worthy. Health habit instruction of the grades should be continued in the high school and the reasons for the instruction should be made plain through civics and biology.

The elimination of much poor health depends on the proper understanding of the fundamental principles of nature and nurture, of eugenics and hygiene. But more important than the elimination of ill health are preventive measures. Biology offers an opportunity to view the health problem from both the corrective and the preventive side. The physical basis for normal bodily activities, personal hygiene, industrial hygiene, community hygiene, challenges the attention of the biologist. Sanitary rules and regulations in and out of school should be clearly appreciated and the reasons for them clearly explained. Both the hygienic and sanitary phases of biology are an inviting field for human welfare.

According to the best data one-third of all the children born die before the age of five, and one-half before the age of twenty-three. About 3,000,000 persons in the United States are constantly ill. Perhaps fifty per cent. of the 100,000 school children who die each year might have lived longer if the laws of nature and nurture had been more vitally taught and more conscientiously practiced. Biology should stimulate the work of all health agencies not so much by pointing out the needs of better health and by explaining the methods by which it can be secured, but by seeing that health principles are being put into practice at least among the school pupils.

2. *Worthy-home membership*—Biology, when properly humanized, enters the home; it sets up standards of care and purity for meat and milk; it organizes crusades against vermin and household insects; it explains molds, mildews and bacteria to the housewife and assigns reasons for common domestic practices; it warns against dangers in dust and darkness and brings in sunlight and fresh air.

Outside the home biology stimulates ornamental plantings and throws light on the nature and work of garden plants, the principles of horticulture, the value of toads and birds.

Worthy-home membership depends on many factors for happiness and private pleasure. Not the least, however, is what biology can do. A real home is not a house where the family eats and sleeps, but an environment composed of elements that create joy and delight; and one of these elements is an appreciation and control of nature.

Farm folks must obtain their buoyancy of spirit from the forces with which they work. Toil ceases to be drudgery when directed by vision. The farmer who has been taught to see the interesting processes at work in the myriad forms of life about him, in elod, in leaf, in seed, will be a better farmer and a better member of the family.

3. *Vocation*—Biology should seek to interpret life in terms of service. It is a supreme duty of the school to

provide a wide range of subjects to enable pupils to choose their life's work wisely. It is undemocratic to assume that a banker's son must necessarily be a banker also. The biology course might help the boy to discover his real aptitudes. To those who delight in working with plant and animal forces—and will ultimately reach the farm—the interpretation of the fundamental principles of life forms the natural ground-work for scientific agriculture.

The art of farming goes back to the dawn of history, but the science of farming dates from the time when careful observations were first made with plants and animals. Farmers, gardeners, dairymen, fruit growers, foresters, who wish to know why as well as how to do things will find that the offerings of biology are indispensable.

In most cases farming is a generalized occupation. Out of it has developed all other vocations. It is pedagogically wrong to deny a high school student, whether from the city or the country, the opportunity of vital contact with the fundamental life processes of the farm and garden.

4. *Civic education*—A boy who grows a box of berries, the best box in the neighborhood, in co-operation with the home, the school, and the state, is receiving an acceptable type of training in civic education. The berry project is a constructive piece of work. It requires intelligence, a sense of responsibility, and a sustained interest. The boy accepted a definite program of concrete service. He might have met with the chagrin of failure, instead of the reward of achievement.

Community enterprises are needed, perhaps more in rural than in urban life. Many of these enterprises can be based on biological material. An enterprise may take the form of beautifying the school grounds and roadways with appropriate plantings. Civic improvement leagues, started in school, may organize fly crusades, health activities, vacant lot gardening.

Few opportunities are more available for developing the sense of private ownership, and straight thinking, which is ever needed in a democracy, than the organization and the successful completion of a productive effort such as the materials and the processes of biology offer boys and girls in well directed tomato clubs, corn clubs, pig clubs, etc.

5. *Worthy use of leisure*—In the worthy use of leisure aim of education, biological science should aid in securing recreation of body, mind and spirit, and the enrichment and enlargement of personality. Biology shares responsibility with music, art, literature and social intercourse in diversifying avocational interests. Genuine appreciation of nature provides refining influences in place of sordid pleasures. Nature strews her charms with a prodigal hand. If the wonders of biology are thoughtfully and sympathetically studied in school, the spell of these wonders will grow with the pupils. The worker in the mill or the worker in the store, whose hours are shorter than formerly, too often resort to wasteful practices in the recreative periods. If the school teaches the joys of the open sky, the pleasure of bird songs, the beauty and endless variety of flowers, and develops appreciation day by day for such things, the problem of the

long leisure hours for adults will be less serious.

6. *Ethical character*—A good deal of ground-work for character building can be laid by the proper direction of the biological studies. Character is the paramount objective. True biology worships at the shrine of truth and makes constant appeals to the laws of cause and effect. Ethical character is merely the summation of endless reactions. The biologist has an endless field for laying the foundation stones for the appreciation of moral values. Instead of presenting a code of moral precepts, he leads the class in quest of law and truth and when he has found them he has caught a vision which becomes an element of character and right living. The perception of great truths such as Darwin and Mendel discovered and which pupils can rediscover have a natural tendency to uplift.

*Content*—The content of the course in biology is determined by these aims. In the selection of material for instruction teachers should ask themselves the question as to how this plant, or process, or device can aid in making their pupils better citizens, more appreciative of the wonders of life about them. In other words, these educational ideals should be kept constantly in mind.

What one teaches is not so important as how and why he teaches it, or the practices set up as the result of the instruction. The plant and animal kingdom offers a world of material, usually very accessible and inexpensive, that may be selected with the view of functioning in the lives of the children.

In an agricultural district common plants and animals that the farmers work with should have preference to groups of organisms which are mainly of interest to scientists only; and the fundamental processes of nutrition and reproduction, should be illustrated wherever possible by organisms of economic significance.

Whenever biology is offered it should be humanized and presented in terms of community life and action. The best text-book of biology ever written comes fresh to the teacher's hand from the pen of nature. The items in this book are real and compelling; and the studying of their photographs and the learning of their characteristics from a man-made book is substituting shadows for substances. All the elements in the biological environment of the home and school that can be harnessed for service have a right to be considered good content. The germs that produce pear blight and their method of control, if this is a local problem, are excellent. So are the causes of human diseases. Insects, birds, mammals, corn, apples, fungi, are all recorded on the leaves of nature's community book. With proper sequence and relation to the objectives of education they should form the core of content.

#### HORTICULTURE

This work takes the form of a very practical unit in fruit production as a part of the course in vocational agriculture. This work is being given at one hundred and thirty-seven schools in the state and is intensely practical and helpful in character, as you will see from the following outline:

#### SUGGESTIONS FOR CO-OPERATION

The Department of Public Instruction can do much through promoting in the schools of the state such practical science courses as those briefly mentioned above to develop and foster in the growing generation a love of beautiful flowers and shrubs and trees and a practical knowledge of their proper care and conservation. Unless such a love and such a practical knowledge are instilled in the minds of the young there is little hope or chance that as adults they will appreciate your laudable efforts to increase the beauty of home and school and community through a wider and more effective use of plants and trees.

Without such a background of interest and practical knowledge, the highly commendable purposes of your association looking toward community betterment and improvement can have little expectation of success. We are hopeful that the next and succeeding generations of Pennsylvanians will develop an increasing and practical interest and a growing joy in Pennsylvania's flowers and trees, to the end that their homes and their schools and their factories and places of business may be places of delight and beauty because of their attractive surroundings. This much the schools should and can do.

Your local nurseries can do much to stimulate the work of the schools along these practical lines. Class visits from the local schools should be encouraged to give the pupils a knowledge and an appreciation of the essential phases of the business of a nurseryman. Among these visiting groups of pupils will be found, usually, girls and boys who are particularly interested in and have special aptitude for plant and tree culture. These should be encouraged to return to the nursery for special work and study to fit them to be leaders in the class work of the school and in the school plans for beautifying buildings and grounds. These same pupils will probably develop into community leaders who will encourage and support plans for general community improvement. It is not unlikely that their influences will begin to be felt at once in their homes in terms of better kept and more attractive lawns and yards.

Local nurseries can, and many do, furnish at a nominal cost to their local schools, bulbs, plants, young trees for school decoration and demonstration. This should be encouraged. Local nurseries should also stimulate and suggest school plans for conducting, say, in connection with the local "clean-up week," a campaign for home and school and community beautification. Much interest can be aroused in this way in the thought that not only should rubbish be removed from yards and premises but something beautiful and helpful put in its place. Rubbish and unsightly trash are not apt to accumulate in yards where beautiful plants and trees abound.

Your State Department of Public Instruction appreciates this opportunity to co-operate with your association in its high educational aims for community betterment, and at the same time bespeaks for your own local schools your increased interest and co-operation in their plans for brighter and more beautiful surroundings.



## SOUTHERN NURSERYMEN'S ASSOCIATION HOLD THEIR ANNUAL CONVENTION

The twenty-fourth annual convention of the Southern Nurserymen's Association was held at the Lafayette Hotel, Lexington, Kentucky, Thursday, September 14th.

President Charles Simpson in the chair, called the meeting to order. The invocation was delivered by Dr. Benj. J. Bush, after which Hon. Wood G. Dunlap, Commissioner of Public Property, was introduced and delivered the address of welcome, which was responded to by Charles T. Smith, of Concord, Ga.

After the roll call by the secretary, the minutes of last meeting were read and approved, followed by President Simpson's address. A committee was appointed to consider the recommendations made by the president and later reported recommended that the incoming president be instructed to appoint an arbitration committee to adjust any grievances which might arise from time to time between members of the association and others if possible. Also recommended the appointment of a strong vigilance committee to endeavor to protect the association, the nursery business, and the public from unfair infringements or practices by members of the nursery business or allied industries.

Paul C. Stark, of Louisiana, Mo., was on the program for an address on the "Cash With Order Plan." A paper on "Standardization" by John Fraser, Huntsville, Ala., which we print on another page, and on motion a committee on standardization was appointed, consisting of John Fraser, C. T. Smith and J. R. Mayhew, to co-operate with the same committee of the American Association in order to bring about uniform standardization laws.

H. F. Hillenmeyer, of Lexington, long a member of the Southern Nurserymen's Association, and one of the oldest nurserymen in the United States, was called upon to give some reminiscences. Mr. Hillenmeyer spoke of the difficulty surrounding the nursery business in the earlier days, of some of the stocks used for grafting and budding and improvements made in same since that time. His talk was very interesting and instructive.

Just before adjournment Mr. George Holsinger, secretary of the Western Association of Nurserymen, made a brief talk in which he called attention to the stock reports issued by that association and their value to nurserymen.

The motion was made by C. T. Mayhew extending sympathy to Milton Moss, who has been confined to St. Vincent's Hospital in Birmingham for several weeks and instructed the secretary to send a basket of flowers to Mr. Moss with best wishes of the members.

After adjournment of the morning session all Rotarians and a few nurserymen who were not Rotarians attended the lunch of the Lexington Rotary Club at the Phoenix Hotel. President ——— turned the gavel over to Louis Hillenmeyer, of Lexington, who introduced for a few moments talk, Paul Lindley, president of the American Association of Nurserymen; Henry Chase, of Chase, Ala., who spoke on the advantages of doing business in the South; Clarence Siebenthaler, Dayton, Ohio, who spoke of the value of landscaping to the community, and E. Fred Rowe, of Harrisburg, Pa., who spoke of adver-

tising and publicity. After which honorary degrees in the order of the "Yellow Dog" were conferred on the entire Rotary Club during the initiation of the president and two other members, the initiation being conducted by Chief Bow Wow Henry Chase, assisted by John and Ollie Fraser.

During the afternoon session a very able address was made by O. Joe Howard on "Ethics." Paul Lindley, president of the American Association of Nurserymen, addressed the convention on "Closer Co-operation with the A. A. of N.," in which he recommended that the Southern Association affiliate with the American Association and print on its letter heads, "Affiliated with the A. A. of N." Charles T. Smith, of Concord, Ga., spoke on "Recent and Threatened Legislation," in which he told of the restrictions of the new Georgia law and some of the drastic laws and regulations which nurserymen might expect, unless some way was found which might prevent same. He gave as his opinion that there was no future for the nursery business unless fairer laws and regulations were enacted; that the nurserymen might just as well decide to go out of business as to undertake to comply with all of the restrictions which were placed upon him and which would probably be placed within a very short time. This was the only note of pessimism throughout the whole meeting, yet each one present realized the truth of Mr. Smith's remarks. L. M. Jenney, of Roseacres, Miss., gave some very valuable information in his paper on "Broad Leaf Evergreens of the South."

Great disappointment was felt that Mr. John Watson could not be present at this meeting and deliver his address on "Some Effects of Standardization."

Walter W. Hillenmeyer gave a very interesting and able presentation of his subject, "New Methods and Advantage of Summer Planting." Mr. Hillenmeyer illustrated the use of a wire basket in which shrubs are planted; grow one year or more and can then be transplanted at any time, no matter if in full growth and bloom. This paper was thought of such value that Mr. Hillenmeyer was requested to present the subject again at the next meeting of the association.

There being no evening session the members amused themselves in various ways. Walter Hillenmeyer invited a number of his personal friends to a stag dinner at his home and it is said by those who attended that this was one of the most delightful features of the convention.

Following called to order for the morning session on Friday. V. D. Hill, of Dundee, spoke on "Evergreens for the South;" J. A. McClintock, Pathologist University of Tennessee, spoke on "Notes on Investigation of Soil Nematodes in Georgia," also read the paper of Dr. C. D. Sherbakoff, from the same department on "Prevention of Crown Gall on Apple Trees in the Nursery."

John A. Young, secretary of the Illinois Association of Nurserymen and originator of the "Plan to plant another tree" idea, was asked to address the convention on this subject and gave a very strong, forcible talk, in which the possibilities were outlined. Motion was made that the Southern Association indorse this plan and appropriate a sum of money to be decided upon by the Executive Committee and donate same to the Illinois nurserymen as part of the amount necessary to spread this



idea throughout the country, as outlined by Mr. Young. Later the Executive Committee met and decided to donate the sum of \$100, which has been sent to Treasurer Miles A. Bryant, Princeton, Ill. The Southern association is the first nurserymen's association to back up with real money the "Plan to plant another tree" idea, as an association, and Mr. Young was very much gratified at this action.

Nurserymen from different sections were called upon to give a general report on conditions and, with but one exception, reported that the outlook was unusually good, stock had made fine growth and prospects for sales better than last year. The feeling generally was that prospects had never been better.

Charles T. Smith in reporting for the committee on Time and Place for next meeting and nominations, spoke feelingly of the presence of three grand old men in the nursery business who were present and recommended that they be tendered honorary membership for life. The motion carried unanimously. The three honorary members are W. T. Hood, Richmond, Va.; A. A. Newson, Knoxville, Tenn., and H. F. Hillenmeyer, Lexington, Ky. The committee nominated the following officers and they were duly elected.

O. Joe Howard, President.

Walter W. Hillenmeyer, Vice President.

O. W. Fraser, Secretary and Treasurer.

The Executive Committee consists of the three officers, Henry B. Chase, chairman, and C. A. Simpson. Atlanta.

The new officers were installed and the meeting adjourned.

Friday afternoon was spent in a drive through the residential section of the city and to some of the best known stock farms in Lexington, which included a visit to see "Man O' War," where several of the nurserymen had their photographs taken beside this wonderful horse. The drive ended at the Hillenmeyer Nursery, where a buffet lunch was served on the lawn and all enjoyed the good things to eat and drink.

A few members stayed over to attend the races which started Saturday and several reported coming away with good Kentucky money in their pockets.

#### RESOLUTIONS ADOPTED BY THE SOUTHERN NURSERYMEN

In accordance with the suggestion made at this convention in regard to closer co-operation between the National organization of nurserymen and the sectional and state organizations, it is hereby:

Resolved, That the Southern Nurserymen's Association identify itself with the American Association of Nurserymen, agreeing to a plan of appointing committeemen of their own associations to work with the American Association's and furthermore to carry on the letterheads and all literature published by the various associations these works:

"Affiliated with the American Association of Nurserymen," and be it further

Resolved, That the secretary of the Southern Nurserymen's Association be instructed to send a copy of this resolution to the secretaries of the other district associa-

tions and to those of all state associations, with a request that the subject be brought up at their next regular meeting; and be it further

Resolved, That every member of this association use his every effort to secure new members for this and the American Association of Nurserymen.

Resolved, That in as much as the Supreme Being has taken from our midst our friend and fellow member, Sam Crowell, as a fitting token of the esteem in which we hold him, a committee be appointed by the president to see that two especially appropriate memorial plants be planted on his grave.

Resolved, That this association extends its deepest sympathy to its long-time member, Milton Moss, whose illness prevents his attending this meeting, and express its hope for his speedy recovery.

Resolved, That we express our sincere thanks to Mr. James P. Keller for his welcome to Lexington, expressed by the beautiful basket of roses for the president's table.

Resolved, That we extend to the local press and to the management of the Lafayette Hotel our sincere appreciation of courtesies extended.

Resolved, That a rising vote of thanks be extended to Messrs. Hillenmeyer for unbounded hospitality expressed in many unusual and particularly pleasant forms; it being especially pleasing to have with us the Dean of Southern horticulture, H. F. Hillenmeyer, whose presence at our deliberations has been an inspiration to us all.

Signed,

JOHN FRASER,  
PAUL C. LINDLEY,  
RALPH T. OLCOTT.

#### A CRITICISM FROM AUSTRALIA

We received a kindly criticism from an Australian nurseryman suggesting we publish more nursery news and notes of other countries. In the words of our correspondent, "You are too exclusively 'The United States of America,' by this we mean you are not getting and keeping in touch with the rest of the world as to what is happening in the nursery trade. The United States has always had the reputation of being broad minded, but we fear you are 'slipping' in this as far as the nursery trade goes. No doubt you have heard the yarn of the Pennsylvania man who came to Australia to kill Australian sharks. What applied to the Australian sharks fits in with many of your industries." We admit the justice of the criticism, but "what's the use." Most of our interests naturally follow along the lines on which our bread and butter comes. Our paternal government will hardly permit us to do business with foreign countries. The rules, regulations and quarantines are such as to make it almost impossible and while we have a common interest in horticulture with our brother nurserymen in foreign lands, there is not much encouragement to keep up an active correspondence.

If we are not mistaken our brothers in the Antipodes are also acquainted with quarantines and other restrictions that very much discourage active interest in nursery outside of their own country.

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Correspondence from all points and articles of interest to nursery-  
men and horticulturists are cordially solicited.

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**TALK SUCCESS NOT FAILURE** A business man would not hire a salesman who was always talking and thinking failure. If you want to sell a tree you do not tell the customer about the diseases that will likely attack it, the back-aching labor required to dig a hole in which to plant it, or dwell on the length of time it will take before it comes to maturity or venture the opinion he might die before he receives any benefit from it. Yet to a great extent this is practically what is being done by the nursery business as a whole.

There is too much prominence given to the subject of quarantines, diseases, pests, failures.

The pathology of horticulture is in the limelight more than horticulture itself.

Our professors of horticulture, entomologists and biologists keep their eyes so close to the microscope they only see the lower forms of life, their perspective is all out of focus with plants as they actually are.

They discover monsters, become panic stricken at a potential danger and quite forget the world and nature is kept running by the same laws that have always kept it in operation.

Our scientists are doing splendid work, but they take themselves a little too seriously.

Farmers and gardeners fed the world before the pathologist existed, and will continue to do so either with his help or without it.

If the pathologist would only do his work without the assistance of so much depressing publicity, what a boost it would give to horticulture.

It is very much to be doubted if the San Jose Scale did as much towards destroying the home orchards of the country, as did the effect of the publicity given the scale.

Those of us who are old enough, remember the dire prophecies in relation to the fruit industry, when the San

Jose scale first became known. The quarantines and regulations that were put into effect with all the attendant waste and cost.

Home orchards were neglected and planters discouraged.

Now we are told the scale proved to be a blessing in disguise, because we get better fruit.

The blessings of the cotton boll weevil, the chestnut blight and some of the other plagues are not yet evident, but we still have lumber and cotton and all the other things we have been accustomed to except those things we are not able to get on account of the quarantines. In other words there always have been plagues and always will be as it seems to be the plan of creation that one form of life increases at the expense of another.

The profession of horticulture and agriculture is little else but encouraging one group of plants to grow and at the same time discouraging another group which we call weeds. We now extend the practice to include insects, but why keep the weeds and insects so much in the limelight.

Let us encourage our pathologists with their microscopes, our chemists with their experiments.

Let us have more and better inspection and all the sanitation that is practicable and vote them all the money they need to carry on their good work, but above all let us be governed by a sane perspective and not allow the fear of the unknown to interfere too largely with our plans for the future or the business processes of the present.

As a trade or profession let us talk about and advertise our goods, the vital necessity of them to human happiness and welfare, the joy of growing them.

Talk about the honest enterprising nurseryman, not the unscrupulous cuss.

About roses, not rose bugs.

Apples, pears and peaches, not scale, blight and crown gall.

Beautiful shade and forest trees, not caterpillars and borers.

Velvety lawns, not dandelions and crab grass.

Fresh crisp vegetables, not weeds and failures.

The pleasure and interest of growing things, not the backache and labor.

We cannot have the one without the other and it is only the lazy fool and the failure that would expect it.

We can think and talk negatives until rules and regulations paralyze our business and farmers and nurserymen turn into pathologists and bring production to a standstill.

Ours is the finest profession in the world in that it has such a splendid opportunity for service, adding to the well being and happiness of humanity.

It is up to us.

**"THEY SHALL NOT PASS"** In the Annual Letter of Information from the Federal Horticultural Board are given about 35 pages of closely printed names of diseases and pests collected from imported plants and plant products from January 1, 1921 to December 31, 1921.

Truly an appalling list. It is to be hoped that but few

voters will see it or we shall cease to live in a fools paradise.

Taxes would go up far beyond the citizens earning power because every able bodied man and even the women and children would be drafted into Federal Horticultural Board for protection against the common enemy.

Try and imagine our country being overrun by *Phyllophthora infestans*, our native soil ruined by *Trichonema molens guinananus*.

*Monomorium pharaonis* tramping down our glorious corn fields.

*Dermestes cadaverinus* going through our houses.

*Phoenicococcus marlatti* covering our vegetation.

Horrors "They shall not pass" while we have a dollar and a vote to force our congressmen to make appropriations for the Federal Horticultural Board.

### THE AMERICAN BOSKOOP

Reports and echoes circulating in the nursery world had it that an American Boskoop was being started in the vicinity of Bridgeton, N. J.

They became so persistent, there was nothing to it but crank up the flivver and go and see what progress had been made in that direction.

After dodging traffic in the vicinity of New York and Philadelphia or climbing the hills with their dangerous curves in other parts of the country, it is quite a treat to get on the level, straight concrete roads of south Jersey.

Approaching Bridgeton, we inquired from a native where we would find the nurseries of Jackson and Perkins?

"Well now brother you have got me. There is a power of nurseries started up hereabouts and I don't know one from the other.

"If you will follow this road until you come to the mill pond, then bear to the right and take the second road to the left you will see some greenhouses."

His advice was followed and brought us in sight of a large acreage covered with the Skinner Irrigation system a cluster of buildings and greenhouses, and which proved to be the Jackson and Perkins plant.

There was something mighty pleasing about the first glimpse of the layout.

It looked like efficiency and production.

The exact opposite to the cluttered artistic effect that is supposed to appeal to the lay mind.

Making ourselves known we were very cordially received by the manager M. R. de Wilde who informed us the plant was started January a year ago.

Even in such a short period extensive blocks of standard Roses, Lilacs grafted on Privet, *Hydrangea Olaksa* varieties, Privet, have been produced and ready for the market in A. 1. stock.

Stock ready for sale, however was a small matter in comparison to the large quantities of choice things coming along in the future.

Fine blocks of *Juniperus Virginiana glauca*, *Pfitzeriana* and other choice evergreens looked very promising all staked and cared for and looking very much as if they were growing in Boskoop.

The Dutch training and skill in nursery practice of Mr.

Wilde is noticeable in the extreme orderliness and cleanliness of the plant.

The Jackson and Perkins Company has long been noted for growing certain things well and their new venture at Bridgeton is going to give them a larger scope, as the climate and soil of South Jersey has many advantages over Newark, New York, for many kind of plants.

The ericaceous plants such as Rhododendrons and Azaleas are being grown on a large scale but it is too soon to talk about results with this class of plants as they are a long time proposition. The chief difficulty so far has been the stocks upon which to graft the Rhododendrons. Permits to import under Quarantine 37 require the roots shall be washed. Results from these received so far have not been encouraging. It is hardly to be expected that a new plant, in a strange locality can be established without having to overcome unforeseen problems and difficulties there was plenty of evidence pointing to success as a business venture.

Time being limited we had to hasten away as we could not miss the opportunity for visiting the new plant of P. M. Koster, who is also doing his full share in founding an American Boskoop. Mr. Koster was unfortunately away so we made ourselves known to the foreman in charge, John Verrmenlen, who very cordially showed us over the plant. Mr. Verrmenlen is a propagator with Dutch training trying to adapt Dutch methods to American conditions which he finds somewhat discouraging. It was quite a treat to see the thoroughness and attention to detail given to every operation and in the construction of the frames, greenhouses and buildings which is so characteristic of the Dutch. It is no wonder they are a success, they deserve it and when once the peculiarities of the American conditions are mastered we have every confidence the firm of P. M. Koster will be a success. Results so far are promising in the production of numerous lines. Even with the ericaceous plants such as Rhododendrons and Azaleas, a measure of success has already been realized, growing the stocks upon which to graft rhododendrons seems to be the dominating problem and Mr. Koster is laying himself out to produce these stocks at Bridgeton. Many thousand are already picked out in flats in the greenhouses. Judging by the number Mr. Koster has much confidence they can be produced. Imported stocks that have complied with quarantine regulations and had their roots washed free of soil have proved very discouraging. Even if they live it takes so long to get them into condition to graft. Mr. Koster deserves much credit for the pioneer work he is doing in connection with this group of plants in America.

Of course plants that are more easily grown such as box, azaleas, lilacs, etc. have already made a good showing, splendid stock being in evidence. We came away feeling that Bridgeton would ultimately be a nursery centre that would have to be counted.

### ETHICS

O. JOE HOWARD, HICKORY, N. C.

Before Southern Nurserymen's Association, Sept. 1922

As has been said "To be good is noble, but to show others how to be good is nobler and no trouble," and because "Nothing so needs reforming as other people's



habits," and further because we like to be obliging, we have undertaken to comply with the request to tell you about the ethics of the nursery business, although a friend in giving us some suggestions closed his letter with these words, "Yours with much sympathy".

In talking about ethics with a lawyer friend, on a three-day collection trip, he said that when we got the nursery business all straightened up that he would give us a try at the lawyers. A lumberman said he thought all the crooks and crazy fools were in the lumber business; we all know that there are quack doctors, jack-leg preachers, and even the fairest flower that God ever made (womanhood) has its "bad eggs."

Webster's Dictionary, among other things, says that ethics, broadly speaking, is the "Science of the ideal human character; moral principals, quality or practice."

Some folks say that ethics is another word for service; that the sale is only the beginning of the transaction, that the seller should follow the thing through and see that the buyer gets the very best possible results. When you get ready to trade off the "John Henry", after a good season, you look around for a car that gives the best and longest guarantee of continuous service. Some think that the exchange of trees for a check does not close the transaction; some States tell us that we must put up a bond to guarantee the right service, or we can't do business within their bounds. It seems that the public expects the nurseryman to be pretty nearly perfect in his service; there is no come-back to the surgeon that makes a mis-cut and the operation is followed by a first-class funeral. One nurseryman for thirteen years has been giving three peonies for every one that he sells that does not come true to name. One fellow says that his roses must not only live, but bloom. Most of us feel that if we pay back the money for trees that do not prove true to name, that we have done all that the business will afford.

The new Georgia law puts the liability—in case intent to defraud is shown—as three times the original cost as the maximum, allowing five per cent. error without obligation. This law recognizes the fact that there should be some safeguard to the nurseryman, and requires the planter to file a plot of his ground within ninety days after planting if the law is to become operative in his case. So far as we know, this is the first time anything has been done to protect the nurseryman from the orchardist who might be careless or who would deliberately attempt to get money from the nurseryman unjustly. This law refutes the idea of some that the customer is always right. Just what the nurseryman should voluntarily do is a question that each must decide for himself.

Some folks would have us believe that ethics is practiced according to one's education and degree of civilization; that the standard of one's honesty depends on how well he is civilized and educated. Perhaps this is true? In the old copy books we found it said that "Honesty is the best policy." A friend suggests that honesty is the only policy that gets one anywhere; that ethics goes even further than merely being legally honest. Honesty, however, is not a "policy," but a fundamental principal.

Recently there has come into existence a club that has as its motto "He profits most who serves best," which seems to be a rather selfish way of looking at it; we like

the idea, "Service Above Self" by the same club much better, though we are not pretending to say that we live strictly up to that ideal. Let's consider for a moment just what we are trying to get at, for this is no sermon, viz: The best way for a nurseryman to act toward his fellow-man in order that he may get the greatest good to himself; that may not be your idea, but, frankly, it is ours, for we are in the business to get meat and bread and a few other things for the wife and babies, and every other fellow, we dare say, is in it for the same purpose. So we would remind you that "By their fruits ye shall know them" and that "Every tree that bringeth not forth good fruit is hewn down," that you may build your business on the solid rock of fair dealings and common honesty, remembering the words of the greatest Teacher—"Therefore all things whatsoever ye would that men should do to you, do ye even so to them."

Well, what has that to do with replacements? Quite a lot if you are in the retail business. John Smith buys a few dozen fruit trees, plants them in his backyard, and lets the children's pony or the cow feed on them, and he wants more trees "because they were not in good condition when received." He honestly thinks so because the boys did not tell him the cow got loose and ate the trees. Have a talk with Mr. Smith; if he will not be reasonable, let him have some more to replace at half price, or even resupply without cost to him. Not because it is right, but because he demands it, if you want to hold his friendship. In order for the nurseryman to be able to do that, Smith has to pay enough for the trees in the first place to cover a certain percentage of replacements, just like the rose man mentioned earlier has to charge enough on the first sale to cover the replacement costs. Not so with the wholesale nurseryman, selling to the trade. The same conditions do not exist. The retail nurseryman does not want to pay anything for service, because he knows he won't get it; he prefers to take all the responsibility; he only wants that wholesale man to send him just such plants as he himself would like to plant in his own orchard or lawn, same to be passed on to the retail buyer.

In this John Smith retail order there are three Yellow Swan peach trees, and the nursery is entirely out, but has a good supply of Arp. Unhesitatingly we would say that John Smith would prefer to get the Arp and finish his planting rather than have to try to find the Swans elsewhere. It must be remembered that this substituting must be done by a man who knows what he is doing and does it honestly. Of course this would not apply to a commercial orchard, or in case the order reads "No substitute." Some of the leading retail nurserymen print on their order sheets that this right is reserved, and we have never heard of any complaint in consequence. Of course if there should be complaint, the full retail price should be refunded without hesitation. This same practice might or might not be acceptable between the wholesaler and the retailer; circumstances would have to govern cases. However, if we were out of a certain sort and ordered from a wholesale concern, we would want to be advised before any substituting was done; might be able to do just as well ourselves. If we wanted Rhea Reid Roses and could not get them, but could get Etoile de France, what difference would it make to any one?



PEARS, Standard and Dwarf.

RASPBERRIES, Plum Farmer, transplanted.

NORWAY and SUGAR MAPLE, Sizes 1½ to 2½ in.

SUGAR MAPLE, 5 to 7 feet, once transplanted, for lining out.

EUROPEAN SYCAMORE—Several fine blocks.

PIN OAK and RED OAK—Sizes 6 to 12 feet.



### EVERGREENS

RETINOSPORA Picifera Aurea, Plumosa and Squarrosa. Sizes up to four feet.

NORWAY SPRUCE—Sizes up to 6 feet.

AMERICAN ARBOR VITAE—Fine block 3 to 5 ft.

*Good supply of many leading varieties of shrubs.*

**W. B. COLE**

**Painesville, - - - Ohio.**

## A Complete Assortment of NURSERY STOCK

Apple, Peach, Pear, Plum

Cherry and Quince

Small Fruits

Ornamental Trees

Shrubs

Evergreens

Paeonies

Perennials

Roses

**W. & T. SMITH COMPANY**

**Geneva, N. Y.**

77 Years

1000 Acres

Write for special prices

The Opinion Here in the East Is

**"GOOD TIMES AHEAD"**

*for at least another Fall and Spring*

How is your assortment for fall trade? We have a good supply of leading as well as scarce items, including Hydrangea Paniculata Grandiflora, tree and bush form, Spirea Anthony Waterer, Spirea Thunbergii, Weigela, Calycanthus, Cydonia, Weeping Mulberry and Catalpa Bungei.

*A Complete Assortment of High-Grade Ornamental Stock*

**Princeton Nurseries**

Princeton in New Jersey

October 1, 1922



## NURSERY SPADES

EXTRA LONG STRAPS

and

**REINFORCED AT  
BEND OF HANDLE**

also where

**STRAP IS WELDED  
TO BLADE**

*Made in Either Square  
or Round Point*



**T. ROWLAND'S SONS, INC.**

Cheltenham -:- Penna.

What about accepting retail countermands? Please remember that we are in the business to make a living (plus); that is the basis of this answer. Recently a pretty well known concern had out some good salesmen who sold some real good orders to Mrs. So and So, amounting to several hundred dollars; Mr. So and So got tight in money matters and raised Cain about the order. But it was shipped in due time, notwithstanding, as it was accepted by the nursery in good faith, the stock reserved, etc., and the bill was paid in due season. The following year that same live-wire salesman called on Mrs. So and So to see how everything was coming along, and lo and behold he got another order for over one hundred dollars. Everybody happy, yes. Suppose the countermand had been accepted? Not only would the first order been lost, but the friendship too of the customer for all time to come, and there would have been no second order. Between wholesaler and retailer, the story would probably be different; still, we believe a contract should be lived up to for the final good of all concerned. When it suits all hands to cancel an order, why mark it off the books and forget it, as a matter of course.

The question of publicity, in whatever form, is important. The man who advertises, whether through periodicals or direct, who does not honestly represent his goods is simply cutting his own throat; is spending his money to condemn himself. It has been truthfully said that you can fool all the people a part of the time, a part of the people all the time, but you can't fool all the people all the time. And it does not take long for the public to get you sized up. Some of the periodicals of the country now go so far as to guarantee the honesty of the advertisements carried in its columns. This question of publicity will perhaps bring up the question of colored plate books that the ordinary nursery salesman shows to his prospective patrons, what about them? They are the nearest representation that it is possible to get, and it seems necessary to use them or nothing. Most of them are too large, show the fruit larger than the ordinary specimen; but may be not larger than SOME specimens. There does not seem to be any other successful way to sell fruit trees to the average farmer for the home orchard except by the plate book method; the fact that the farmer continues to buy from these tree salesmen is fairly good evidence that he understands about the colored plates, perhaps has learned that he has to take them with a pinch of salt. We wish there was a line of colored plates that shows exactly what each variety of fruit looks like, but it would be a monumental task to get it up.

Now, probably you will say that nothing new has been brought out, and we fully agree with you, because honesty is as old as the hills, and that is about all there is to ethics about any business. If you have conducted your business for a period of years on a basis so that it is increasing from year to year, then you may be reasonably sure that you are conducting it along ethical lines; if it is going backward or standing still—in volume—then we would suggest that you take stock of your methods and see just where you stand.

## THE PART CASH IN ADVANCE PLAN

HOW IT IS HELPING TO PUT THE NURSERY BUSINESS ON A SOLID FOUNDATION

*By Paul C. Stark, Louisiana, Mo.*

Gentlemen:

I am not going to take much of your time in going into detail regarding this plan, because you doubtless received last spring the little booklet that was carefully worked up by a committee and published by the Western Association of Nurserymen. If any did not receive a copy of this booklet, they should write Mr. Holsinger, of Rosedale, Kansas, who is secretary of the Western Association.

A large number of the nurserymen who have carefully investigated the advantages of this plan have taken steps to put their business on this basis for they realize that most of the conditions that make the nursery business hazardous can be eliminated if a good proportion of cash is collected when the order is taken. I have talked with a number of the nurserymen who have given the plan a trial since the committee made its report and they are enthusiastic about the results they are securing.

Speaking personally, our company is putting our salesmen under bond according to the plan recommended by the committee and the salesmen are starting to collect part cash with the orders.

Another very encouraging feature is the fact that the salesmen almost unanimously recognize the advantages and added prestige by their becoming "Bonded Salesmen."

We first wrote the salesmen explaining to them the benefits received by the salesmen, not only in prestige, but in bigger business, more profits for salesmen, larger advances, and less losses from countermands.

Of course, it is going to take some time before all salesmen and all the public thoroughly understand and accept this part-cash-in-advance plan, but I firmly believe that the nurseries that adopt the plan, will not only do a bigger business than formerly, but they will largely eliminate the losses in collections, countermands, bad notes and the like that have made such deep inroads on the profits of the nurseryman in the past.

There is one thing SURE, and that is—there is nothing for each nurseryman to lose by adopting the plan and a great deal to gain. In fact, those who adopt the part-cash-in-advance plan will have the advantage over those who fail to adopt it.

Any nurseryman's policy or plan which was not for the best interests of the honest public and the honest salesmen, would be undesirable and would undoubtedly fail in the end. However, this plan is not only a good proposition for the nurserymen but it is a great benefit for the honest public and the honest salesmen.

The only persons who could object to the principles of the plan are the crooked buyers and the crooked salesmen—and their objection is the best of recommendations.

By this plan the customer gets more value for his money, is put in a "Preferred Class," is protected from dishonest agents and the customer does not have to pay for the bad debts of the dishonest customer.

Some of the advantages of the "Bonded Salesmen" sell-

**Norway and Sugar Maples**

10,000 to select from. Stock was transplanted three years ago. Has a nice root system and is good, clean, healthy stock. Sizes: 8 to 10 ft., 10 to 12 ft., and 12 to 14 ft.

Also

**Japanese Iris**

In quantity, in the following varieties:

**Dara-Dogu**

Reddish-pink, with orange blotches.

**Koki-No-Iro**

Purple, with yellow throat and blue edge at throat, radiating white lines

**Kuma-Funjin**

A very rich purple, one of the best.

**Sofu-No-Koi**

Blotches and speckled blue and white, yellow throat, stamens tipped blue

**Taiheiraku**

Rich bronzy purple, with conspicuous yellow blotches tipped white; stamens lavender.

**Scott Brothers, Elmsford Nurseries**  
ELMSFORD, NEW YORK

H. D. Simpson

R. A. Simpson

L. B. McDonald

**Knox Nursery and Orchard Co.**

Successors to  
H. M. SIMPSON and SONS

**Vincennes : : Indiana**

Offers to the trade the finest block of 1 year

**CHERRY TREES**

That they have grown in several years. Also a limited amount of 1 year

**PEACH TREES**

Budded, from Simpson Orchard Co.'s bearing orchard.

GROWERS FOR 71 YEARS.

ASK FOR SAMPLE.

**L. R. TAYLOR & SONS**

TOPEKA

-

-

-

KANSAS



**FOR FALL OF 1922**

**A Fine Lot of  
APPLE SEEDLINGS**

**French and Japan Pear Seedlings  
FOREST TREE SEEDLINGS**

**- ALSO -**

**Apple Trees**

**Peach Trees**

**Pear Trees**

**Cherry Trees**

**Forest Trees**

**The Shenandoah Nurseries**

Established 1870 by D. S. Lake

**SHENANDOAH, IOWA**

For Fall 1922 we have our usual complete assortment but call your attention especially to the following:

APPLE, One Year  
Good variety list

CHERRY, One Year  
Very fine

PEAR, Standard  
One and two year

PLUM  
Americana, Hansens, Japanese, and Compass

PEACH and APRICOT  
Leading varieties

GRAPE  
Complete list

GOOSEBERRIES and CURRANTS  
All popular sorts

Acres of Shade Trees, Forest Tree seedlings, Ornamentals and Roses

**WE SPECIALIZE IN**

**Apple and Japan Pear Seedlings, Imported  
Fruit Tree Stocks, Apple Grafts**

*Send Us Your Want List. Glad to Quote.*

A. F. LAKE,  
Pres.

C. B. LAKE,  
Vice Pres.

R. S. LAKE,  
Sec. & Treas.

ing by the part-cash-in-advance plan have already been mentioned above.

The nursery adopting this plan has less cancellation of orders, better collections, less stock left on hand at delivery time, has less bad note losses, and has considerable extra capital received early in the season, thus reducing the necessity of borrowing from the bank.

All of these factors tend to put the nurseryman's business on a firmer foundation, reducing business failures and permitting more business to be handled—and handled on a higher plane.

### THE NURSERY BUSINESS

*Address by Mr. D. V. Hill, Dundee, Ill., before the Southern Nurserymen's Association, September 15, 1922*

Mr. President, Ladies and Gentlemen:

I find that I am assigned the subject to "Growing Evergreens," but as it is of little use to grow Evergreens or any other nursery stock for that matter, unless it can be sold, I will take only a few minutes of your time to cover briefly some of these points as they appear to me.

Before the war, it was, of course, customary to import many of the different varieties of coniferous and broad-leaved evergreen trees and shrubs. It was generally understood that a great many things could not be grown here in America through lack of skill or soil or climatic conditions. It was thought that the propagation of some of the Junipers, Thuya, Taxus, Cedrus, Cupressus and Biota varieties required some secret process such as only foreigners possessed. Rhododendrons and Azaleas and Boxwoods were out of the question. Magnolias, Camellias, Abelias, Ligustrums, Viburnums, etc. were a downright impossibility for American growers to even attempt. One writer even went so far as to say that American growers didn't have the intelligence to grow certain needed articles of stock formerly imported.

Gentlemen, I am glad to say that these myths were soon exploded. As one travels around the country there is plenty of evidence that the stocks are already here or on the way. The central and eastern growers are getting into their strides. All through this great beautiful south land, your leading growers big and little, are equipping themselves to produce trees and plants formerly imported from Europe and Asia. Some of the most important tree and plant producing units in the country are located in the area embraced by the Southern Nurserymen's Association. On a trip to the important growing centers a year ago last winter, I was amazed at the great progress as well as the push, enthusiasm and confidence displayed by Southern growers in the work of producing plants formerly shipped in from abroad. You have the skillful and experienced growers and your leaders stand foremost in accomplishment. This, combined with every needed variety of soil and climate, will produce the stock wanted by the American consuming public.

The Pacific Coast with its especially favorable climatic conditions also offers wonderful opportunities for the growing of varied lines of nursery and florist stock, and these are being taken full advantage of by the growers there. There is in process of production a vast amount

of needed stock that will help to fill the gap, and put American horticulture on the map. After two months spent last winter among Pacific coast growers, not a word of discouragement was heard. Everywhere they were throwing themselves into the work with renewed energy and confident determination.

With all this intense activity in the production of nursery stock going on all over the country, what will be the outcome? For a few years the market will undoubtedly absorb what is produced, but after that, unless something is done, there will unquestionably arise the old problem of overproduction and brush piles, useful only for bonfires, also ruinous prices both wholesale and retail with cut throughout competition.

The nursery industry is composed roughly of about 4000 nurserymen, with annual sales of about 20 million dollars. These figures are from the 1920 census. Leading members of the nursery industry agree that 20 million dollars is less than one-fifth of the present potential market. One hundred million dollars in sales should be reached or substantially approached by the nursery industry in the next ten years. This advance in sales is entirely within the range of practical accomplishment. The consuming public of 110,000,000 people of this nation will gladly pay an average of \$1.00 each to the nursery industry for the utility and beauty of trees and plants. We, however, as a trade must develop tree planting into a national habit. This can be done by reminding this vast audience again and again throughout the year to plant trees.

The nursery industry has neglected to promote the idea of a tree planting habit. The nursery industry has been playing its tune on the piccolo, while other industries have been beating the base drum. It is time to kindle the fire beneath the boiler, get up steam, blow the whistle and go ahead. Failure to do this means that the nurserymen will be left waiting at the depot.

The American Association of Nurserymen has never gotten very far in national publicity work, although several conscientious starts have been made. Some of the sectional and state associations have used one plan or another, but the point is that some one plan and one slogan must finally be adopted, that all nurserymen in the industry, whether member of an association or not, can tie up to.

We all know what success the florists have had in their "Say it with Flowers" campaign. As a result of this publicity the live florists are getting rich, and even the sleepy florists make money and sell goods in spite of themselves, because of the tremendous demand created by a unified activity. One of the members of the American Face Brick Association stated that his firm was assessed for national publicity last year the sum of \$22,500.00 and that they considered this money one of the most cheerful checks written during the year. Whether the nursery industry has national publicity or not, we will pay for it. Pay for it in unsold goods, surplus stock, fire piles, overgrown trees, low prices, ruinous competition etc.

The message I bring then, to the Southern Nurserymen's Association, and to the industry at large, is a plea for the adoption of some kind of organized national publicity.



## T. W. RICE, Geneva, N. Y.

OFFERS FOR FALL, 1922, AND SPRING, 1923, IN  
LARGE QUANTITIES

Peaches

Catalpa Bungei

Mulberry Russian

Poplar, Carolina and Lombardy

Berberry Thunbergii

Privet, California, Amoor River North  
and Ibota

Grape Vines, 1 and 2-year

Currants, 1, 2 and 3-year

Gooseberries 1 and 2-year

Hydrangea P. G.

Spirea Van Houttei

Also a good supply of Apple, Standard and Dwarf Pears,  
Quinces, Plums, Apricots, Roses, etc. Send want list.

T. W. RICE : : Geneva, N. Y.

### SPECIALIZING IN

ENGLISH WALNUTS

FRANQUETTE WALNUTS

CHERRIES

CAROLINA POPLARS

LOMBARDY POPLARS

BLACK LOCUST

CLIMBING ROSES

Car lots will be distributed from Eastern and  
other reshipping points this Fall, Winter and  
next Spring. Write for prices on your require-  
ments.

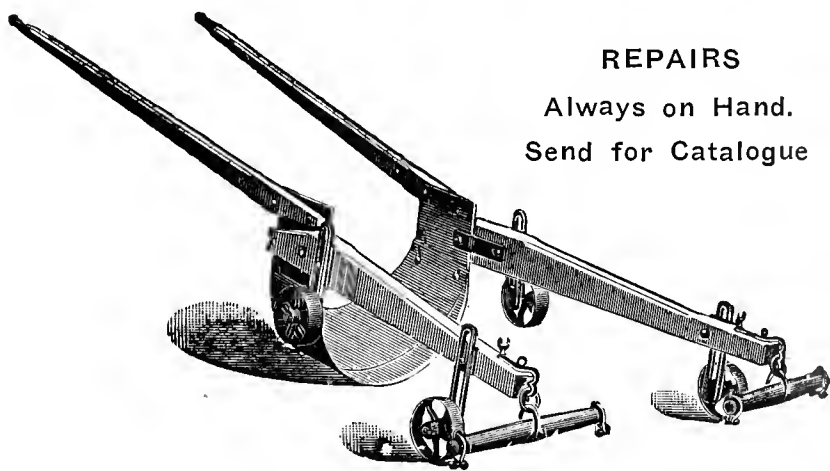
## OREGON NURSERY CO.

ORENCO, OREGON

1857

1922

## BRAGG'S COMMON SENSE TREE DIGGER



REPAIRS  
Always on Hand.  
Send for Catalogue

Digger gets All the Roots at the rate of Twenty to  
Forty Thousand trees per day, and only  
needs same power as plow

**L. G. BRAGG & CO.**  
KALAMAZOO, MICH.

## RAFFIA

Dependable Brands

RED STAR XX SUPERIOR  
AA WEST COAST ARROW

Bale Lots or Less

### LILY BULBS

AURATUM RUBRUM  
MAGNIFICUM GIGANTEUM

All Hardy Varieties in Case Lots, 8-9", 200 per  
Case; 9-11", 150 Per Case

### BAMBOO CANES

NATURAL, 5-9 ft. Japanese or Domestic  
DYED GREEN in 18" to 4 ft. sizes

Bale Lots Only

FRENCH FRUIT and ROSE STOCKS  
PALM SEEDS

ROSA MULTIFLORA JAPONICA SEEDS

Write for Prices, Specifically Stating Your Requirements

## McHUTCHISON & CO.

95 Chambers Street

New York City

A publicity that will be on the job 24 hours each day, seven days in the week, and 365 days in the year. A publicity that will bring to the attention of the millions of prospective buyers the benefits of tree planting. Individual efforts cannot cope with the situation. Organized co-operative national publicity is the remedy.

#### NEW YORK STATE NURSERYMEN'S ASSOCIATION

The Summer Meeting and Outing of this Association was held at the Rod and Gun Club on Seneca Lake, Geneva, N. Y., Saturday, September 9. About seventy nurserymen from different parts of the state attended.

A short business meeting was held at which an interesting address was delivered by Mr. Vincent Welch, Sec'y of the Geneva Chamber of Commerce, on "Trade Organizations and their value," the balance of the time was devoted to social enjoyment, ball game and other games, finishing with a bountiful dinner. All voted the occasion a most enjoyable one and due credit for which should be given to Mr. John P. Rice, of Geneva, N. Y., President of the Association.

#### PHLOXES

Of all the herbaceous perennials there are none that quite equals the phloxes in showiness combined with adaptability. Besides these qualities they have many others which makes them good subjects for the nurseryman to handle. They are extremely hardy, easily propagated and bloom at a time when there is not a great quantity of bloom in the garden. Another good quality, especially for the nurseryman, is that they are not long lived and he is called on to supply new and vigorous stock to his customers in comparative brief periods. While the phlox is a perennial in every sense of the word the choice popular varieties for which there is a constant demand deteriorate if left to themselves without proper care and attention.

A garden may be planted with very choice varieties and in a few years nothing will be left but whites and majentas. It needs almost annual propagation to keep choice varieties up to the standard in vigor and color. Phlox naturally bloom in July; but the season can be very much prolonged by raising a fresh crop of plants every year.

Root cuttings put in in early spring flower the same year in September and up until frost. The plants of course are very dwarf with only the one stem; but this carries a huge truss of bloom if well grown. These plants are ready for market in the fall and the following spring, and will produce stems, three to five or more in number, of the normal height of the variety.

There are many species of perennial phlox which include the dwarf kinds that flower in spring such as *P. amoena*, *P. divaricata*, *P. subulata*, etc., but it is the summer flowering, tall growing kinds that have such a wonderful range of color that are so popular. Like the roses, they have been very much hybridized and there appears to be a big future for them.

There are three well defined groups in gardens, the *P. suffruticosa*, of which the variety Miss Lingard is perhaps the best known, this group has many promising

qualities and it is to be hoped will produce many more varieties in the future. The *P. paniculata* group is the one which has produced most of the well known kinds that are so popular. There are so many of them that it is difficult to name a preference to certain varieties. Elizabeth Campbell, a fine salmon pink, is well to the front in popularity at the present. There are good scarlets and crimsons ones but invariably the kind that has the most intense or purest in color is usually the poorest grower. What they gain in fineness, they seem to lose in vigor.

A comparatively new group is becoming known. It originated in Germany and is said to be a hybrid between the dwarf blue *Phlox divaricata* and *Phlox paniculata*. It is known as *P. Arendsii* and gives promise of being a good thing. The flowers are lavender, mauve or violet combinations, but with the writer the most interesting quality is its long season of bloom which is practically all summer.

#### TRANSPLANTING

There are other phases of work on the nursery besides transplanting but everything considered it is perhaps, the most essential operation in securing a good nursery product.

It is what adds cost and incidentally value to the tree or plant which is being grown to be sold. These remarks do not apply to trees or plants that are raised and sold within two or three years; but even with these the fact that they have been transplanted generally adds to their value. Even with vegetable plants such as cabbage and celery the grower knows the comparative value to the purchaser between the transplanted plant and one from the seed bed. They may be little different in size but the sturdiness and value is very decidedly with the transplanted plant. With nurserymen growing a general line of ornamentals transplanting is not given serious enough consideration. In fact the slack nurseryman avoids the cost of this work whenever he can produce as good looking a plant without it, knowing full well he cannot add quality to his products without this expense.

To set a real value on plants the number of times they have been transplanted gives a far truer value than size, in fact age and number of times transplanted sets the real value rather than size. The public should be taught this and more emphasis placed upon it in catalog making and advertising, to insure the first class nurseryman better returns for his effort. Unfortunately it is only the professional or those with a good knowledge of plants that realize that transplanting develops the root system very often at the expense of the top. The layman when left to make his own selection in the nursery has only appearance to guide him and naturally would select trees or plants with vigorous large tops, not realizing they are perhaps much inferior for his purpose than plants close by that do not look so vigorous due to transplanting.

Selling plants that have not been transplanted at the period when they should have been is really a dishonest act.

Of course it is only dishonest when the appearance of

# NURSEYRMEN, ATTENTION!

WE ARE PREPARED TO FURNISH WHOLESALE GROWERS OF PEAR SEEDLINGS THE FOLLOWING GENIUNE, HIGH CLASS, NEW CROP SEED AT EXCEPTIONALLY LOW PRICES—(EARLY FALL DELIVERY.)

**PYRUS USSURIENSIS (True)**  
**PYRUS CALLERIANA**  
**PYRUS BETULAEFOLIA**  
**JAPANESE WILD PEAR**

*Write or Wire Today, Feeling Secure Your Orders Will Have Our Best Care and Attention*

🌿 **T. Sakata & Co.** 🌿  
**WHOLESALE SEED GROWERS**

YOKOHAMA, JAPAN  
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## 20,000,000 Strawberry Plants

The very cream of all varieties—grown on new lands, and absolutely true to name stock.

We are equipped to ship as many as 500,000 plants per day, and can send them direct to your patrons. Let us have your want list for special prices.

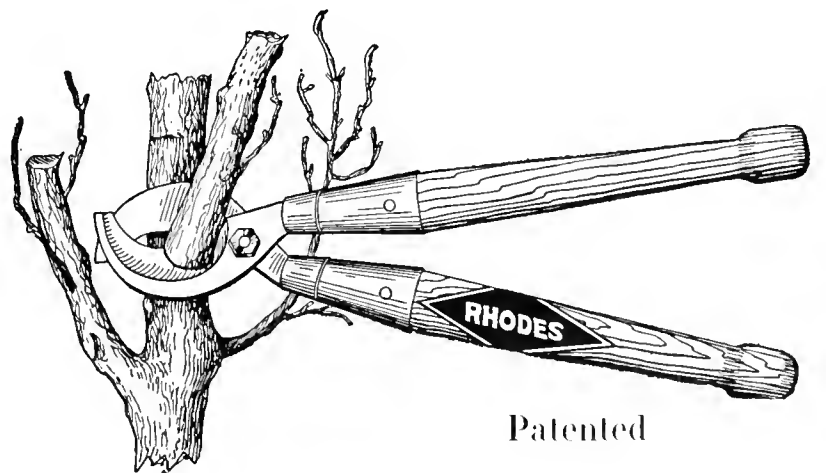
We guarantee prompt shipment and absolute satisfaction. We offer first class strawberry plants at right prices for your trade list.

This business is backed by forty-four years of success, and it is the largest of its kind in the United States. Send for wholesale prices to day.

**J. A. BAUER**  
 LOCK BOX 38  
**JUDSONIA, ARKANSAS**

## RHODES DOUBLE ..CUT.. PRUNING SHEARS

In Use Throughout the World



Patented

The finest cutting and best made pruner on the market and the only one that cuts from both sides of the limb and does not bruise the bark. Made in all styles and sizes.

They are advertised in all the leading journals throughout the country and will prove a profitable line for you to handle. All goods delivered.

Send for circular and trade discounts.

**Rhodes Mfg. Co.,** 324 S. Division Avenue,  
 Grand Rapids, Mich.

the plant misleads the purchaser in thinking he is getting something much better than he really is.

With many kinds of plants that are fibrous rooted transplanting is not so necessary to add to their quality, but with the tap rooted and those that do not make fibrous roots, regular transplanting is necessary before they are entitled to be called nursery grown, as they are little if any better than plants dug from the woods.

Most evergreens should be transplanted at least every three years or they do not deserve the title of A1 quality. It matters not how well they appear above ground, they are not in that ideal condition for moving which regular transplanting insures.

Shrubbery is invariably marketed from two to four years after it is propagated, so that once transplanting from the seed or cutting bed insures a merchantable plant; but in the slow growing kinds such as Japanese Maples, Magnolias, Azaleas and those choicer things that take longer to mature there is more needed than the merely growing of a good top to make them honest merchandise. This is also true of shade trees. A standard custom is to transplant from the seed bed into growing beds and from thence to the nursery rows. This double transplanting insures a merchantable tree up to three inches. Beyond that the actual caliper does not always add to the real value, so that above that size a tree should be again transplanted and the proper cost added to them. It is hardly fair to take this added cost on the mere size of the tree alone.

When the National Association adopts its standard of grading, etc., it is to be hoped they will emphasize the number of times transplanted must be a prime factor in grading and pricing.

### STANDARDIZATION

*Address of John Fraser, Huntsville, Ala., Before the Southern Nurserymen's Association, Lexington, Kentucky.*

It really seems a pity to spoil an otherwise enjoyable meeting by introducing any subject calculated to start as much of an argument as this subject of standardization should. However, standardization is a matter which should receive much careful thought by all nurserymen. By standardization I mean not only standardization of grades but standard practices as well.

Mr. Cashman, president of the American Association of Nurserymen, appointed a committee to go into the question of standardization a year ago, and I was a member of that committee.

At the meeting of the American Association in Detroit in June, this committee submitted a preliminary report. Doubtless most of you have a copy of this report, and I do not think that I can do better than to quote some of the main points contained in this preliminary report.

To my mind the first thing that comes up is the question of standard grades, which is necessary so the buyers can know when they buy  $\frac{5}{8}$ - $\frac{3}{4}$  apple what the caliper and approximate height of the tree should be. Naturally there is quite a difference in the height and caliper of trees grown in different localities. My experience has been that almost all fruit trees grow taller in the South

than in the North, East or even in the West. But in submitting our report at Detroit we tried to strike an average that could be applied over the entire country. Suggestions for grading fruit trees were submitted as follows:

Grading Table	1st Alternate	2nd Alternate
<b>APPLE—</b>		
$\frac{3}{4}$ and up, 5 to 6 ft.	11/16 and up	11/16 and up, 4½ ft. and up
$\frac{5}{8}$ to $\frac{3}{4}$ , 4 to 6 ft.	$\frac{5}{8}$ to 11/16	9/16 to 11/16, 3½ ft. and up
$\frac{1}{2}$ to $\frac{5}{8}$ , 4 to 5 ft.	$\frac{1}{2}$ to $\frac{5}{8}$	7/16 to 9/16, 3 ft. and up
$\frac{3}{8}$ to $\frac{1}{2}$ , 3 to 4 ft.		5/16 to 7/16, 2 ft. and up
<b>APPLE (Dwarf)—</b>		
$\frac{5}{8}$ and up		
$\frac{1}{2}$ to $\frac{5}{8}$		
$\frac{3}{8}$ to $\frac{1}{2}$		
<b>APRICOT—</b>		
11/16 and up, 5 to 6 ft.		11/16 and up, 4 ft. and up
9/16 to 11/16, 4 to 5 ft.		9/16 to 11/16, 3 ft. and up
7/16 to 9/16, 3 to 4 ft.		7/16 to 9/16, 2½ ft. and up
		5/16 to 7/16, 2 ft. and up
<b>CHERRY—</b>		
$\frac{3}{4}$ and up, 4½ to 6 ft.	11/16 and up	11/16 and up, 4 ft. and up
$\frac{5}{8}$ to $\frac{3}{4}$ , 4 to 5 ft.	$\frac{5}{8}$ to 11/16	9/16 to 11/16, 3 ft. and up
$\frac{1}{2}$ to $\frac{5}{8}$ , 3 to 4 ft.	$\frac{1}{2}$ to $\frac{5}{8}$	7/16 to 9/16, 3 ft. and up
$\frac{3}{8}$ to $\frac{1}{2}$ , 2 to 3 ft.		5/16 to 7/16, 2 ft. and up
<b>PEACH—</b>		
11/16 and up, 5 to 6 ft.		4½ ft. and up
9/16 to 11/16, 4 to 6 ft.		3½ and up
7/16 to 9/16, 3½ to 5 ft.		3 ft. and up
5/16 to 7/16, 3 to 4 ft.		2 ft. and up
<b>PEAR (Standard)—</b>		
$\frac{3}{4}$ and up, 5 to 6 ft.	11/16 and up	11/16 and up, 4½ ft. and up
$\frac{5}{8}$ to $\frac{3}{4}$ , 4 to 6 ft.	$\frac{5}{8}$ to 11/16	9/16 to 11/16, 3½ ft. and up
$\frac{1}{2}$ to $\frac{5}{8}$ , 4 to 5 ft.	$\frac{1}{2}$ to $\frac{5}{8}$	7/16 to 9/16, 3 ft. and up
$\frac{3}{8}$ to $\frac{1}{2}$ , 3 to 4 ft.		5/16 to 7/16, 2 ft. and up
<b>PEAR (Dwarf)—</b>		
$\frac{3}{4}$ and up, 3½ to 5 ft.	$\frac{5}{8}$ and up	$\frac{5}{8}$ and up
$\frac{5}{8}$ to $\frac{3}{4}$ , 3 to 4 ft.		$\frac{1}{2}$ to $\frac{5}{8}$
$\frac{1}{2}$ to $\frac{5}{8}$ , 2½ to 3 ft.		$\frac{3}{8}$ to $\frac{1}{2}$
$\frac{3}{8}$ to $\frac{1}{2}$ , 2 to 3 ft.		$\frac{3}{8}$ to $\frac{1}{2}$
<b>PLUM—</b>		
2 yr. $\frac{3}{4}$ and up, 5 to 6 ft.	11/16 and up	11/16 and up, 4½ ft. and up
$\frac{5}{8}$ to $\frac{3}{4}$ , 4½ to 6 ft.	$\frac{5}{8}$ to 11/16	9/16 to 11/16, 3½ ft. and up
$\frac{1}{2}$ to $\frac{5}{8}$ , 4 to 5 ft.	$\frac{1}{2}$ to $\frac{5}{8}$	7/16 to 9/16, 3 ft. and up
$\frac{3}{8}$ to $\frac{1}{2}$ , 3 to 4 ft.		5/16 to 7/16, 2 ft. and up
<b>QUINCE—</b>		
$\frac{5}{8}$ and up		
$\frac{1}{2}$ to $\frac{5}{8}$		
$\frac{3}{8}$ to $\frac{1}{2}$		

Another question of almost as much importance is the manner of tying the trees, that is, the quantity in each bundle. In handling a large quantity of trees of course it is much easier to handle if we know exactly how many trees are in each bundle of the different grades. Of course the large size trees cannot be handled as easily in big bundles as the smaller sizes, therefore it was recommended that all fruit trees caliper 9/16 and up be tied in bundles of ten, and all trees caliper less than 9/16 be tied in bundles of twenty.

Labeling is also a rather important matter, and can well be discussed under standardization. There is nothing any more disgusting or discouraging than to receive large shipments containing several varieties of trees and find a good many labels missing. To get around this it has been suggested that each bundle of fruit trees be plainly marked with two copper-wired labels. The copper-wired labels cost only a trifle more than the iron-wired labels and are not nearly so susceptible to rust and at the same time will bend in a great many instances where the iron-wire will break. Right in this connection I would like to suggest that it would be a good idea to use printed labels wherever possible. An estimate of stock on hand will enable the nurseryman to provide himself with an ample supply of printed labels.

Deciduous shrubs open up another large field, and I venture to say that there are hardly two nursery firms in the country who send out the same plants for the same grades. One nurseryman's 3-4 ft. Spirea will



## BARGAINS SHRUBS and SHADES

Some Blocks of Perfect Stock in Heavier Grades,  
On Leased Land, MUST Be Moved This Fall

I Will Price It To Move It Quick  
INCLUDES

Spirea Van Houttei	Althea, Some Assortment
California Privet	Buddleia Variabilis
Amoore River Privet	Catalpa Speciosa
Deutzia Crenata	Cercis Canadensis
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Symphoricarpos Vulgaris	Cornus Florida
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Stock That Will Please

At Prices That Will Sell It

**J. H. GIRARDEAU,** McRAE, GEORGIA.

## TREE SEEDS

FOR  
FALL PLANTING

SEND FOR LIST



**CONYERS B. FLEU, JR.**

6630 ROSS ST.,

Germantown : : : Phila.

## Wanted   Wanted   Wanted

50 Thousand June Buds

Two Cars of Evergreens

One Car of Fruit Trees, 3-4 up

Can handle job lots in car lots. Spot Cash.

**LONG ISLAND NURSERIES**

Brooklyn Hills, N. Y.

## GRAPE VINES

GROWN  
GRADED  
PACKED  
PRICED

# RIGHT

**HARRY W. JOINER**

PERRY - - - OHIO

## Some of the Items We Offer for Fall, 1922

APPLES, 1 and 2 yr. Buds.	PEACH, 1 yr.
PLUMS, 2 yr.	GRAPES, 1 and 2 yr.
ASPARAGUS, 2 yr.	RHUBARB.

## CALIFORNIA PRIVET

SHADE AND ORNAMENTAL TREES in assortment.  
BARBERRY THUN.      FLOWERING SHRUBS.

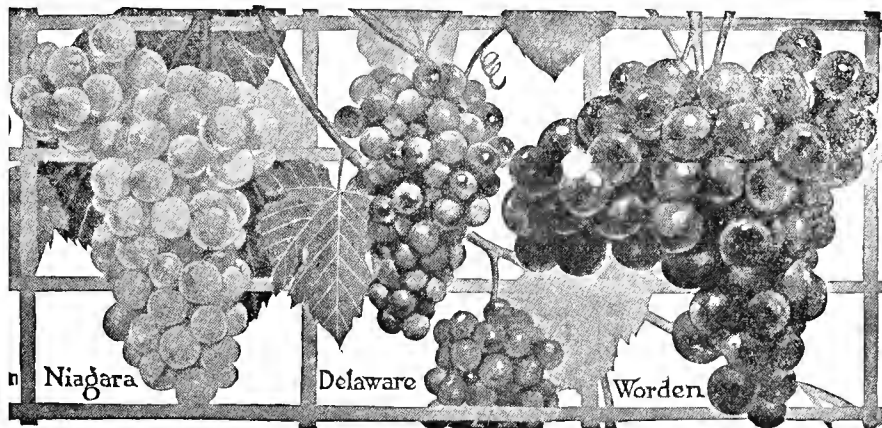
## EVERGREENS

Extra fine lot of Norway Spruce 4-5 ft.  
and 5-6 ft. Can offer in carload lots.

WRITE FOR PRICES

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404 W. Baltimore Street BALTIMORE, MD.



**T. S. HUBBARD CO., Fredonia, N. Y.**

Growers of Grape Vines and Small Fruit Plants  
For Garden and Vineyard Planting

Established 1866

Send for Catalogue

## RICE BROTHERS CO. Geneva, N. Y.

A	Fruit trees
General	on Ornamental trees
Surplus	Shrubs and Roses

Write for prices.

Established 1866

## NAPERVILLE NURSERIES

— Growers of —

Trees, Evergreens, Shrubs, Perennials, etc.

Lining Out Stock

**NAPERVILLE, ILL.**

TELEPHONE, NAPERVILLE No. 1.

**DO NOT FORGET!!!**

# RAFFIA

The cheapest and best material for Budding and Tying  
is RAFFIA. We can ship promptly. Standard Brands:—  
RED STAR, X. X. SUPERIOR, A. A. WESTCOAST.  
Write for prices.

**THOMAS B. MEEHAN CO., Dresher, Penna.**

have twice as many branches and roots as the same grade and variety sent out by another. This was such a large matter that the committee of the American Association took no positive action on it, except that it was recommended that in quoting deciduous shrubs the number of branches be specified wherever possible. Furthermore, where a grade of 3-4 ft. was sold that there be enough plants included in this grade running 4 ft. to make the average 3½ ft. Each grade should have enough of the higher sizes to make the general average work out half way between the upper and lower sizes.

Coniferous evergreens, in every case, should carry specification as to number of times transplanted, and in case of globes and prostrate varieties the spread of the branches should also be given.

Quality should always be of the best unless otherwise specified, it being presumed that if the height, caliper and number of branches is the same the quality should also be the same, otherwise an intelligent comparison of prices is impossible.

Trade terms—by trade terms I mean the terms given one nurseryman by another—is also an important matter, and I am sorry to say is a matter which has never had very much consideration by the Southern nurserymen. A great many years ago the nurserymen at Huntsville adopted what we called "Regular Nursery Trade Terms," whereby the buyer of nursery stock for re-selling was given an opportunity to make delivery and collection before paying for the stock. Naturally, these terms were not extended to anyone whose credit standing did not entitle them to such terms.

Under the heading, "Trade Terms," there should also be considered the question of packing charges. Some nurserymen in the South charge extra for packing, others do not. This should be adjusted and a proper basis of packing charges arrived at. Considerable headway along this line has already been made by one or two of the other nurserymen's associations.

Recommendations. In closing I should like very much to recommend that our president be directed to appoint a committee to work out a schedule of standardized grades, more particularly of fruit trees; a schedule of standardized trade terms including boxing charges, and that this committee be instructed to make a report which would be mailed to all of our members with the recommendation that whenever it is possible the recommendations as made by the committee be followed by all members.

#### EASTERN NURSERYMEN'S ASSOCIATION

A special meeting of the Eastern Nurserymen's Association was held at the Stacy-Trent Hotel, Trenton, New Jersey, September 21st, 1922. This young association is giving evidence of being a very live and up to date organization. Although the meeting was called at a period when nurserymen are getting busy, there was a splendid attendance including most of the leading nursery firms within the jurisdiction of the association. Representatives of the following firms were there: The Moon Nursery Co., Morrisville, Pa.; DeKalb Nurseries, Norristown, Pa.; Hoopes Bros. and Thomas, West Chester, Pa.; A. E. Wolbert, Narberth, Pa.; F. & F. Nurseries, Springfield, N. J.;

Princeton Nurseries, Princeton, N. J.; Bobbink and Atkins, Rutherford, N. J.; Conard and Jones, West Grove, Pa.; Lester C. Lovett, Little Silver, N. J.; Bertram H. Farr, Wyomissing, Pa.; New Brunswick Nurseries, New Brunswick, N. J.; Root Nurseries, Manheim, Pa.; Thomas B. Meehan Co., Dresher, Pa.; P. M. Koster, Bridgeton, N. J.; Henry A. Dreer Co., Riverton, N. J. In all there were about thirty members present.

Lunch was arranged for at the hotel and after that was over the meeting immediately went in session with Mr. J. Edward Moon in the chair and Mr. F. F. Rockwell, Bridgeton, N. J., Secretary. The meeting was called primarily to consider vital problems effecting the nursery interest of this section. Chief among them ways and means of obtaining stock reports so as to stabilize the supply and demand. After a very interesting discussion it was decided to put in operation a plan to obtain the necessary statistics of the quantity of stock being grown and which will come upon the market so as to govern propagation.

Secretary Rockwell has been put in charge of collecting the data.

James M. Irvin former editor of the Western Fruit Grower now advertising manager of the Country Gentleman in a very interesting address on the subject "Can we increase the demand for nursery stock," called attention to the splendid work being done in the consolidated public schools in the interests of horticulture and agriculture and urged the nurserymen to cooperate in every way possible. He also regretted the tendency of the manufacturer to advertise the power sprayers and ignore the barrel spray pump. There was such a large field in the home orchards and gardens that should be catered to by the barrel sprayer and other smaller spraying machines. It would be to the nursery interests to encourage the home orchards as the large commercial plantings would look after themselves. Prof. Fagin of State College, Pa., called attention to the fact there are fifteen State Experiment stations in addition to the United States department of Agriculture working on the subject of stocks in the interests of nurserymen.

The Eastern Association has given out invitations to the various State Associations to try and arrange their meeting at the same time so that the close cooperation between the various organizations can be secured.

#### BOOK REVIEW

##### TEXT BOOK OF POMOLOGY

Another of the Rural Text Book series by J. H. Gourley, M. S., of the Ohio Experiment Station and edited by L. H. Bailey has been published by the MacMillan Company, New York.

The work is entitled "Text-Book of Pomology."

There has been so much written on the subject that first one wonders if there is need for another book.

There is and many more. While horticulture including pomology may be as old as civilization itself, the science, or organized knowledge of it is new.

What has heretofore been written on the subject has

**PAUL'S SCARLET CLIMBER**

Stong budded plants

**CLIMBING ROSES**

One and two year old plants

**PURITY**

The best white climber, budded

Standard and Half Standard Roses

**KOSTER & CO.**

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**Bridgeton, N. J.****CALIFORNIA PRIVET**

Asparagus Rhubarb Cumb. Raspberry

Well Rooted, Vigorous Plants

**PEACHES in Assortment**

Apple Buds and Grafts Barberry Thun.

A Good Supply of

Hydrangeas, Deutzia, Spirea, Evergreens  
and Shade Trees*Prices Right***THE WESTMINSTER NURSERY**  
Westminster, Md.**FOREST TREE SEEDLINGS**Black Locust Silver Maple  
Western Catalpa White Oak  
Ibota Privet

We Have a Surplus of These Items

*WRITE FOR PRICES***THOMAS B. MEEHAN CO.**  
WHOLESALE NURSERYMEN  
DRESHER, PENNA.**PEACH SEED**Plant Tennessee Natural Peach Seed,  
1921 Crop

WILL BE GLAD TO QUOTE PRICES

**SOUTHERN NURSERY CO.**  
Winchester, Tenn.**LATHAM RASPBERRY**

(Minnesota No. 4.) The Late Red Raspberry Supreme

We are sold out for this seasons delivery. Get orders  
in early for fall 1923 delivery.**THE DANIELS NURSERY, LONG LAKE, MINN.****Thoroughly Matured Seedlings****JAPAN PEAR****MYROBOLAN**

Apple now sold out except No. 3 grade.

Despite our large supply of apple seedlings, we are now  
sold out. Discriminating buyers bought early and heavily.  
Some of them also ordered their next year's supply, so  
they would be sure to get our thoroughly matured, well  
graded, splendidly rooted stocks. When you consider  
that our seedlings are grown on clean, new soil, never  
before in nursery stock, that we have moisture under con-  
trol, and crisp, dry fall weather to mature our stock, you  
can understand why our seedlings excel.**WASHINGTON NURSERY COMPANY**  
**TOPPENISH, WASH.**

(In the famous Yakima Valley)

**FRUIT TREE STOCKS****THE BEST****THE CHEAPEST**

APPLE—Including Doucin and Paradise

PEARS—Quince

CHERRY—Mahaleb and Mazard

PLUM—St. Julien, Myrabolan and Mariane

ROSA CANINA—Laxa, Polyantha and Manetti

If Already Ordered—Please Order Again

If Not—Please Send Us a Trial Order

*Please State Quantities and Sizes You Want.**Cheapest Offer Will Be Sent You By Return***JAN G. KLOOSTERHUIS**

POMONA NURSERIES

GASSELTE : : HOLLAND

**COMMERCIAL NURSERY CO.***GROWERS OF HIGH-GRADE NURSERY STOCK*We specialize in June Bud Peach and will have a  
good supply of general nursery stock ready for  
Fall trade. Grown at our nursery, Decherd, Tenn.We offer from our branch nursery, Monticello,  
Fla., good selection of Budded and Grafted Pecans,  
Japan Persimmon, Fig, Mulberry. Write us,**Decherd, Tennessee****Box-Barberry Went Over the Top this Season**Is there any wonder when it possesses the following  
qualities:

- 1—Absolute hardness.
- 2—Ability to withstand severe shearing.
- 3—Uniformity in growth and habit.
- 4—Attractive autumn foliage effect.
- 5—Freedom from disease and insect attack.

We sold over 100,000 Box-Barberry on a Convention floor  
in Detroit.Advertising in the leading horticultural journals will  
continue which will help your sales.

Orders for lining out stock now being booked.

**WOODMONT NURSERIES, INC.***The Elm City Nursery Co.**New Haven, Conn.*

largely been of knowledge gained by practice and experience. The present book is physiological and gives the student the reasons why.

In other words the expenditure for the government experiment stations, the patient work of scientific workers is beginning to bear fruit.

This work is of incalculable value to the student who desires to become a master in his profession and to the orchardist who wishes to make the most out of his investment and labors.

There are chapters in the book of extreme interest to nurserymen especially those dealing with "Propagation and Fruit Stock" and "Origin and Improvement of Fruit."

#### THE APPLE TREE

*By L. H. Bailey*

"Black Beauty" the autobiography of a horse made thousands of people acquainted with the horse. Professor Bailey has written a book "The Apple Tree" that makes the apple tree almost talk to us, so intimate and human is the approach.

It is such books that will bridge the gulf of ignorance on horticultural matters between the nurseryman and his prospective customer and do so much to educate the upper members of the organic world about the lower ones.

We cannot help but quote a poem written some time ago by the same author which reveals the spirit at the back of his work.

Weather and wind and waning moon,  
Pain and hilltop under the sky,  
Evening, morning and blazing noon,  
Brother of all the world am I.

The pine tree, linden and the maize,  
The insect, squirrel and the kine,  
All-natively they live their days—  
As they live theirs, so I live mine.

I know not where, I know not what—  
Believing none and doubting none,  
Whate'er befalls it counteth not,  
Nature and Time and I are one.

The work is published by the MacMillan Company, New York, price \$1.50 and is No. 1 of the Open Country Series which we hope will be very numerous.

#### STORING SEEDS

A chapter of insect problems of seedsmen is included in a new bulletin on "Insects Infesting Stored Food Products" by Dr. Royal N. Chapman, a noted entomologist of the University of Minnesota.

Dr. Chapman finds that the temperature and moisture conditions of seedhouses are usually favorable to insects. Moisture affects the pests about the same way as temperature does. Too much or too little prevents developing, while ordinary amounts produce the most rapid production. The problem before the seedsman, therefore, is to keep conditions in a seedhouse favorable

to seeds, but unfavorable to insects, a temperature below 40 degrees F., making it impossible for insects to develop and at the same time not injuring the seed.

"Beans and peas have been the cause of a great deal of trouble to seedsmen and others who keep them in storage," says Mr. Chapman. "The insects often leave the germ to be eaten last or avoid it altogether. Consequently while the weevils are common and destructive, germination tests of seeds which have been treated as soon as the injury was discovered usually make a good showing. The seedlings, however, may be backward because the nourishment has been lost. In wheat and some other seeds the injury may not be apparent from a superficial examination, but the germination and not the appearance is to be relied upon in determining the extent of damage caused by insects.

"The insects which the seedsman has to deal with might be divided into two groups according to their method of feeding. Those of one group remain in the seed until they reach the adult stage, while those of the other group go from seed to seed and may eat only the germ. Some of the insects in the first group do not emerge until the seed has been planted. They do not increase in numbers while in storage. The pea weevil is an example of this kind. While the damage caused by these insects is not so noticeable as that caused by some others, they are often deceiving. Sometimes they come out in the early spring and the seed which they are in can be condemned or treated. But very often their presence is not suspected and the seedsman may sell infested seed without knowing it and his customer may lose his crop as a result.

"Insects which develop in the seedhouse increase in numbers when conditions are favorable, and by going from seed to seed cause a great deal of damage which is very evident if the seeds are inspected occasionally. Bean weevils are an example of insects which pass through generation after generation inside the seeds while in storage. The indian meal moth is an example of those that go from seed to seed eating only the germ."

Copies of Dr. Chapman's new bulletin of 76 pages may be obtained free on request to the Office of Publications, University Farm, St. Paul, Minn.

## REMEMBER

The BEST TREE and SHRUB SEEDS

in most complete assortment  
have for over 26 years been supplied by

**OTTO KATZENSTEIN & COMPANY**

ATLANTA, GEORGIA, U. S. A.

YOUR copy of our TRADE PRICE LIST of TREE  
and SHRUB SEEDS is ready for you. ASK FOR IT.

*Our pamphlet, "How to Make Tree Seeds Grow"*  
*on request with every order*

**"Where Quality Counts"**



For December or February Shipment From France We Offer

## FRENCH FRUIT and ROSE STOCKS

in a full assortment of sizes

Pears, Apples, Mahaleb, Mazzard, Myrobolan, Quince, Manetti, Multiflora, etc.

*Grown and Exported by*

**VINCENT LEBRETON'S NURSERIES, ANGERS, FRANCE**

whom we have represented as sole U. S. Agents for 20 years—which insures best grading, packing and shipping service. Well ripened stocks. Write for prices, specifically stating your requirements.

**McHUTCHISON & CO. 95 Chambers St. - New York**

### For FUMIGATION With HYDROCYANIC ACID GAS "CYANEGG"

Sodium Cyanide in egg shape, each egg weighs as near one ounce as possible. Destroys scale insects on Fruit Trees, Nursery Stock, Plants under glass and in Greenhouses.

Manufactured in U. S. A. by

**The Roessler & Hasslacher Chemical Co.**  
709-717 Sixth Avenue - - New York, N. Y.

### Vincennes Nurseries

W. C. Reed & Son, Prop., Vincennes, Ind.

OFFER FOR FALL 1922 SPRING 1923

Cherry, 2 Year, all sold  
Cherry, One Year, 11/16 up  
Cherry, One Year, 9/16 to 11-16  
Cherry, One Year, 7/16 to 9/16  
Cherry, One Year, 2 to 3 feet  
Keiffer Pear, 2 Year, all grades  
Peach, One Year, Leading Varieties  
Plum on Plum, 2 Year, European and Burbank  
Hansen Hybrids, 2 year, on American Roots  
Plum and Apricots, One Year, on Peach  
Gooseberry, One and Two Year  
Our Blocks of One Year Cherry are largest in the U. S.  
Grown on New Land. Buy Early and be assured of a supply.

### BERBERRY SEEDLINGS

Our present crop is the best ever, both as to quantity and quality; also a nice lot of Ibota Privet and Ampelopsis Veitchii Seedlings.

*We are now in a position to quote prices that we know will interest you and make you money.*

**C. E. WILSON & CO.**

Manchester

Conn.

### SEEDS FOR NURSERYMEN

SEND FOR MY PRICE LIST SHOWING COMPLETE ASSORTMENT OF VARIETIES OF DECIDUOUS AND EVERGREEN TREE, SHRUB AND VINE SEEDS I CAN SUPPLY TO NURSERYMEN.

IT WILL INTEREST YOU

**THOMAS J. LANE**  
SEEDSMAN

DRESHER, PA., U. S. A.

### LANDSCAPE PHOTOGRAPHS

Every Landscapeman should use our photos when soliciting landscape orders. Our views are doing fine for many nursery firms. Start now using them. Our numbered circular sent free on request.

**B. F. CONIGISKY**

227 N. Adams St., Peoria, Ill.

### PEACH PITS

**The Howard -- Hickory Co.**  
*Hickory* - - *N. C.*

## LABELS FOR NURSERYMEN

**THE BENJAMIN CHASE CO.**  
**DERRY N. H.**

READY FOR SHIPMENT SEPTEMBER 15th

## Four Million Field-Grown Hardy Perennial Plants

SEND US YOUR WANT LIST OR ASK FOR OUR CATALOGUE

**THE WAYSIDE GARDENS CO., MENTOR OHIO**

### SURPLUS

Red Oaks, Pin Oaks, American, English and Silver Linden, White Dogwood, American Elms, English Beech, Norway, Sycamore and Silver Maples. American Arborvitae, Pyramidal Arborvitae, Hemlock Spruce, Norway Spruce, Thunberg's Barberry, 12-18'' and 18-24''; California Privet, 12-18'', 18-24'' and 2-3 feet.

**THE RAKESTRAW-PYLE CO.  
KENNETT SQUARE, PA.**

### SPHAGNUM MOSS FOR NURSERY USE FRESH, HIGH-GRADE STOCK

WRITE TO  
**A. J. AMUNDSON CO., City Point, Wis.**

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#### FOR SALE

Rand Card Cabinet for stock records, 6 drawers, capacity 450, 8x5 in. cards. Cost \$85.00. Like new. Will sell for \$60.00. Have bought larger Cabinet.

**NO. 11, CARE NATIONAL NURSERYMAN**

#### FOR SALE

Established nursery near Lincoln, Neb. Six and one half acres, two acres with overhead irrigation. Good stock of ornamental trees, shrubbery and perennials. Excellent opportunity for practical nurseryman.

Address, **A. P. HERMINGHAUS,**  
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Propagating houses, about 1800 sq. ft. of glass, and about 12 acres of Ornamental Evergreens. Well established business, within 17 miles of Boston. Excellent location. Settling estate of the late proprietor reason for selling. For full particulars address,

**MRS. M. P. HAENDLER, SOUTH NATICK, MASS.**

We Offer June Budded and One-year Peach, One-year Apple, California and Amoor River Privet, Strawberry Plants. Let Us Have Your Want List.

**CHATTANOOGA NURSERIES, CHATTANOOGA, TENN.**

P. S. We also have 200 bushels this season's Natural Peach Seed. Very fine for \$2.50 per bu.

### FOREST TREE SEEDLINGS AND SHRUBS

We are growing and offer for sale fall 1922, and spring 1923 Forest Tree Seedlings and Shrubs, and Lining out stock, such as *Bethula Nigra*, *Catalpa Speciosa*, *Cornus Florida*, Elm, Poplar, Locust, Walnut.

SHRUBS, such as *Altheas* in varieties, *Barberry Thunbergii* seedlings, *Calycanthus*, *Deutzias*, *Loniceras*, *California Privet*, *Amoor River North Privet*, *Amoor River South Privet*, *Spiraea Van Houttii*. Write for quotations.

### FOREST NURSERY COMPANY

Boyd Brothers,  
McMINNVILLE, TENN.

Coari & Sons, Props.

Tel. 294-4 Westport

### NORWALK NURSERY

*Growers of High Grade Fruit, Shade and Ornamental Trees*

**R. D. 61, BOX 243, NORWALK, CONN.**

### 500,000 BERBERIS THUNBERGI

3 to 6 inches    6 to 10 inches    10 to 12 inches

*Fine, Well Rooted Stock, in A-1 Condition  
Prices Will Interest You. Write for them.*

### AMERICAN FLORIST'S TRADE DIRECTORY

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For Sale by

**NATIONAL NURSERYMAN PUB. CO., Inc.**  
HATBORO, - - - PA.

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#### HELP WANTED

Traveling Salesman for Nursery stock. Must be capable and experienced. Single man preferred. Liberal terms. Reference required.

Address **N. S., Care National Nurseryman**

#### WANTED

Position as a traveling salesman for a reliable seed house. State full particulars in first letter.

**E. S. SLABAUGH**

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**AKRON OHIO**

#### SPECIMEN 4 to 5 ft. SPIREA VAN HOUTTE

#### SPECIMEN 2 to 3 THUNBERGI BARBERY

#### SPECIMEN 2 to 3 SNOWBERRY

This stock has been grown on tilled ground and is extra heavy and bushy. Carload lots solicited, "prices are right."

**BEAUDRY'S NURSERY CO.**

Oak Lawn, Cook Co., Ill.

# Retinosporus Pisifera, Squarosa Veitchii

Per 100 and per 1000

## AUDUBON Nursery, H. Verzaal, Prop., P. O. Box 275, Wilmington, N. C.

FRUIT TREES—Pear, Plum, Peach, Apple and Cherry.  
 SMALL FRUIT—Raspberry, Blackberry and Currants.  
 FINE LOT OF GRAPES—Concord, Agawam, Salem, Wyoming Red, Brighton, Worden, Niagara and Delaware 1 year No. 1, and some varieties 2 year No. 1.  
 SILVER MAPLE—Sizes 1 to 4 in.  
 NORWAY MAPLE—Sizes 1½ to 4 in.  
 CUT LEAF BIRCH, EUROPEAN SYCAMORE  
 Fair Assortment of Shrubs, Spirea, Hydrangea, Etc.

**H. J. CHAMPION & SON**

PERRY, OHIO

### Leavenworth Nurseries, Carl Holman, Prop.

LEAVENWORTH, KANSAS

GOOSEBERRIES CURRANTS BLACKBERRIES  
 CLEMATIS PANICULATA PEONIES ASPARAGUS  
 For Fall Delivery. Write for Prices.

### PRINTING

Catalogues  
 Stationery  
 Business Forms



The Robinson  
 Publishing Co.  
 Hatboro, Pa.

Specialists in Nursery Printing

Ask for Prices.

We are the printers of this Magazine

### M. KOSTER & SONS

BOSKOOP,  
 HOLLAND

offer to grow on contract

**MANETTI**

and other stocks  
 for the American trade.

*Weller's  
 Perennials*  
 with that  
 Wonderful Root System

WELLER NURSERIES  
 COMPANY  
 (Incorporated)

Holland, Michigan

28 Acres in Perennials

### Ozark Mountain Grown Trees

Berry Plants, California Privet, Peach Pits, etc.

### PARKER BROS. NURSERY COMPANY

THE FAYETTEVILLE NURSERIES

FAYETTEVILLE, ARKANSAS

With well-developed Root Systems. Will please your customers. Let us quote you on Peach, Apple, Plum, Apricot,

### EVERBEARING STRAWBERRY PLANTS

If you need Everbearing strawberry plants to fill spring orders or if you wish to increase your planting in nurseries, we can supply you with genuine PROGRESSIVE Everbearing plants, guaranteed to be TRUE TO NAME and handled so as to reach you in best of growing condition. Write for prices.

We have been growing and breeding the Everbearing strawberries for the past eight years and have many new varieties growing in our experimental grounds that are not yet for sale. We invite a personal visit to our grounds during fruiting season, preferably during August or September. The latch string is always out.

THE GARDNER NURSERY CO., Drawer 103, Osage, Iowa.

Azalea Hinodigiri, Azalea Indica Alba, etc.  
 Buxus Suffruticosa & Pachysandra Terminalis

**A. E. WOHLERT, Narberth, Pa.**

We Are Large Growers of Fruit and Nut Trees, Ornamentals and ROSES. Give Us a Trial. We Know the Quality of Our Stock Will Please You.

### INTER-STATE NURSERIES

C. M. GRIFFING & CO., PROP'S.,  
 JACKSONVILLE, FLORIDA

**SEPTEMBER 25, 1922**

Is our date to begin filling strawberry orders for fall deliveries.

Will ship to you or direct to your customers under your own tags.

Remember that we are also headquarters for Lucretia Dewberry plants.

*Quality and Prices Justify Your Patronage*

**V. R. ALLEN, - Seaford, Delaware**

### THE J. H. FOSTER NURSERY

Fredonia, N. Y.

Successor to Foster—Cooke Co.

Grower of Grape Vines, Currants and Gooseberries, in both 2 yr. No. 1 and 1 yr. No. 1. Have a surplus of the leading varieties in 1 yr. No. 1 and can furnish 2 yr. No. 1 in most of them.

Write for quotations before placing your order, you will find any prices right also grade. Can make early or late shipments.

ESTABLISHED 1893

## THE NATIONAL NURSERYMAN

INCORPORATED 1902

The only Trade Journal devoted exclusively to the interests of growers and dealers in nursery stock.  
 Edited by a practical nurseryman, Ernest Hemming, Flourtown, Pennsylvania, to whom all correspondence pertaining to the Editorial Department, should be addressed.

Nurserymen cannot afford to be without a trade paper. The advertising pages, patronized by all leading nurserymen throughout the world, will save many dollars to the subscriber. These pages are a record of the stock offered for sale.

SUBSCRIPTION PRICE \$1.50 per year in advance.

FOREIGN SUBSCRIPTIONS \$2.00 per year in advance.

ADVERTISING RATES ON APPLICATION

### THE NATIONAL NURSERYMAN PUBLISHING COMPANY Incorporated

Subscribers to "Nurserymen's Fund for Market Development."

HATBORO, PENNA.

When writing to Advertisers please mention the National Nurseryman.

# Bobbink & Atkins

Nurserymen and Florists

Subscribers to "Nurserymen's Fund for Market Development."

## GENUINE N. C. PEACH PITS GET OUR PRICES

*It will be to your advantage to order seed  
now for fall planting, 1923*

**J. Van Lindley Nursery Co.**

Pomona, N. C.

## CHARLES DETRICHE & SON ANGERS, FRANCE

Growers and Exporters of Fruit Tree Stocks,  
Forest Tree Seedlings, Rose Stocks, Shrubs and  
Conifers for Nursery Planting.

For all information as to Stocks, Prices, terms, etc., address

**JACKSON AND PERKINS COMPANY,**  
(Sole Agents)  
NEWARK - - - NEW YORK

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The BEST and OLDEST horticultural paper in  
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W. C. 2, London, England

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A WIDE-AWAKE PAPER FOR

NURSERYMEN, FLORISTS AND GARDENERS  
Contains special features not found in any other trade  
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*Issued Twice a Month  
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**RUTHERFORD, NEW JERSEY**  
*Palms and Greenhouse Stock, Roses in Bush, Stand-  
ard or Tree Form, Evergreens, Trees and Perennials.*

*Boxwood, Rhododendrons, Andromedas, Ericas, Azaleas,  
Japanese, Ghent, and Mollis.* Send Us Your Want List.  
Inspect Our Stock.

## SCARFF'S NURSERY

Headquarters for  
**Small Fruit Plants**  
and LINING OUT STOCK

Our list quotes lowest prices.

Strawberries	Grape Vines	Asparagus
Raspberries	Privet	Rhubarb
Dewberries	Spirea	Barberry Seedling
Blackberries	Hardwood Cuttings	Althea Seedling
Elderberries	Iris	Calycanthus Seedling
Currants	Mulberries	Hydrangean P. G. Layers
Gooseberries	Sage	Russian Olive Seedlings
	Horseradish	

**W. N. SCARFF & SONS**  
NEW CARLISLE - - OHIO

A Fine Stock of

## Norway Maple, Silver Maple, European Sycamore

and other Ornamental Trees in All Sizes

A beautiful lot of CUT LEAF BIRCH 8-10 ft. and 10-12 ft.  
Hardy Shrubs of all kinds

Also a limited supply of Fruit Trees and Small Fruit Plants.

**T. B. WEST**  
**Maple Bend Nursery** **Perry, Ohio**

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Wishing to do business with Europe should send for the  
**"Horticultural Advertiser"**

This is The British Trade Paper being read weekly by  
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the best Continental houses. Annual subscriptions to cover  
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ham, Notts. As the H. A. is a purely trade medium appli-  
cants should, with the subscription, send a copy of their  
catalogue or other evidence that they belong to the nur-  
sery or seed trades. Address

**HORTICULTURAL ADVERTISER, Ltd.**  
Lowdham, Notts, England

## Native Broad-leaved EVERGREENS

Ornamental Trees, Shrubs, Vines, Woody and Herbaceous  
Plants of the Blue Ridge Mountains, including: *Kalmias*,  
*Rhododendrons*, *Leiophyllums*, *Andromedas*, *Tsugas*,  
*Azaleas*, *Corylus*, *Oxydendron*, *Zanthorhiza*, *Ampelopsis*,  
*Lonicera*, *Shortia*, *Iris*, *Liliums Stenanthium*.

Approximately 500 species

Collections to Order in Carlots a Specialty  
Correspondence from large planters solicited.

ASK FOR PRICE LIST

**E. C. ROBBINS, PINEOLA,**  
**Avery County** **North Carolina**

### TREES

Largest assortment in New Eng-  
land. Evergreens, deciduous trees,  
both common and rarer varieties.  
Sturdy, choice stock that can be  
depended upon. Send for catalog  
and special trade prices.

**The Bay State Nurseries**  
North Abington  
Mass.

### SHRUBS

This New England soil and cli-  
mate produce fine sturdy shrubs.  
Special trade prices. By the thous-  
ands, hardy Native and Hybrid Rho-  
dodendrons—transplanted and accli-  
mated. Send your lists let us est.



# YES

We still have a  
large stock of

## EVERGREENS

Including a good  
supply of the scarce  
medium sizes.

Trees and Shrubs also.

We are headquarters  
for Taxus Canadensis,  
Pinus Mughus, Rhodo-  
dendron Carolinianum  
and Azalea Kaempferi.

FRAMINGHAM NURSERIES  
Framingham, Mass.

## Raspberry, Blackberry

### and other Small Fruit Plants

in large supply

Special prices for fall shipment

J. T. LOVETT, Little Silver, N. J.

## HILL'S EVERGREENS

FOR LINING OUT

We are now booking orders for Fall 1922 and Spring  
1923 delivery on choice items as follows:

Douglas Fir	Juniperus Sabina
Hemlock	Juniperus Tamariscifolia
Assorted Biotas	Juniperus Virginiana
Assorted Cedrus	Juniperus Counarti
Assorted Cupressus	Juniperus Glauca
Juniperus Canadensis	Juniperus Schotti
Juniperus Chinensis	Norway Spruce
Juniperus Pfitzeriana	Colorado Blue Spruce
Juniperus Procumbens	Austrian Pine
Juniperus Stricta	Dwarf Mountain Pine
Assorted Arbor Vitae	

THE D. HILL NURSERY CO., INC.

Evergreen Specialists—Largest Growers in America  
Box 401 Dundee, Illinois

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Manufacturers of

### STEEL BOX STRAPPING

FOR

### NURSERY PURPOSES

AN ESSENTIAL TO FINISH YOUR JOB

AT A NEGLIGIBLE PRICE.

STANDARD SIZES USED BY NINETY

PERCENT OF THE NURSERY TRADE ARE

8 in. X 1 in. AND 12 in. X 1 in.

ANY SIZE CAN BE FURNISHED

WRITE FOR PARTICULARS

American Steel Band Co.,

888 Progress Street,

PITTSBURGH, PA.

## TREES

## SHRUBS



### EVERGREENS



Some of Our Specialties:

Red and Pin Oak, 1 1/4 to 2 1/4 in. cal.

Sugar Maple, 1 1/4 to 2 in. cal.

Hydrangea A. G.

Hydrangea P. G.

Viburnum Plicatum

Retinispora Plumosa Aurea, 2 ft. to 3 1/2 ft.

Pyramidal and

American Arbor Vitae, 2 1/2 to 5 ft.

WRITE FOR PRICES

Catalogue Ready in September

THOMAS B. MEEHAN CO.

WHOLESALE NURSEYMEN

DRESHER :: PENNA.

## FRUIT TREES

### PEACHES—One Year Budded.

Belle of Georgia	Iron Mountain
Brackett	J. H. Hale
Carman	Krummel
Champion	Mamie Ross
Crawfords Late	Ray
Elberta	Red Bird Cling
Fox	Rochester
Francis	Salway
Greensboro	Slappey
Hiley	W. H. Cling

### PEACHES—June Budded.

Belle of Georgia	Elberta
Brackett	Hiley
Carman	

### APPLES—Two Year Budded.

Paragon

### APPLES—One Year Budded.

Albermarle Pippin  
Baldwin  
Ben Davis  
Delicious  
Duchess  
Gano  
Grimes Golden  
Jonathan  
Liveland Raspberry  
McIntosh  
Maiden Blush  
Northern Spy  
N. W. Greening  
Paragon  
R. 1. Greening  
Rome Beauty  
Stayman  
Transcendent (Crab)  
Wealthy  
Williams Early Red  
Winesap  
Winter Banana  
Yellow Transparent  
York Imperial

### PEARS—Two Year Budded

Keiffer

### PEARS—One Year Budded

Anjou	Kieffer
Bartlett	Seckel
Clapp's Favorite	Winter Nellis
Duchess	

### PLUMS—One Year Budded

Abundance	Italian Prune
Bradshaw	Lombard
Burbank	Red June
German Prune	Shropshire Damson

### QUINCE—One Year Budd

Orange                      Champion

### CHERRY—One Year Budded

Bing	Montmorency
Black Tartarian	Napoleon
Early Richmond	Yellow Spanish
Governor Wood	

### APRICOTS—One Year Budded

Harris

## SMALL FRUITS

### GRAPES—Two Year

Concord	Moore's Early
Delaware	Niagara

### GRAPES—One Year

Concord	Moore's Early
Delaware	Niagara

### BLACKBERRIES—One Year

Blowers	Lawton
Early Harvest	Messereau
Eldorado	Rothbun
French Lawton	Snyder
Iceburg	Ward

### RASPBERRIES—One Year

Cumberland	Golden Queen
Cuthbert	London
Early King	Plum Farmer
Eureka	St. Regis

### CURRENTS—One Year

Fays Prolific	Wilder
---------------	--------

### GOOSEBERRIES—One Year

Downing	Houghton
---------	----------

### DEWBERRIES—One Year

Lucretia

## MISCELLANEOUS

### ASPARAGUS—One Year

Conovers Colossal
Palmetto

### STRAWBERRY PLANTS

All Leading Varieties

### BERBERRY THUNBERGII

6 to 8 inch to 2 to 2½ ft.

### CALIFORNIA PRIVET

6 to 8 inch to 4 to 5 ft.

### BOXWOOD B.—Sempervirens

12 to 18 in. to 30 to 36 inch.

## FLOWERING SHRUBS

Coral Berry  
Carolina Allspice  
Deutzia, Double White  
Deutzia, Pride of Rochester  
Golden Bell, (Asst.)  
Mock Orange, Common  
Spirea, Van Houttei  
Sweet Scented Shrub

## SHADE TREES

Elm, American  
6-7 ft to 12-14 ft.  
Linden, American  
14-16 ft.  
Linden, European  
6-7 ft. to 7-8 ft.  
Locust, Honey  
10-12 ft to 12-14 ft.  
Maple, Ash Leaf  
6-7 ft to 10-12 ft.  
Maple, Norway  
1¾ inch to 4 inch  
Maple, Silver  
6-7 ft. to 14-16 ft.  
Oak, Pin  
5-6 ft. to 10-12 ft.  
Plane, Oriental  
1¾ inch to 4 inch  
Poplar, Carolina  
6-8 ft to 8-10 ft.  
Poplar, Lombardy  
7-8 ft to 14-16 ft.  
Poplar, Tulip  
10-12 ft. to 12-14 ft.  
Walnut, Black  
5 to 6 ft. to 6 to 7 ft.

## EVERGREENS

Arborvitae, American  
2-3 ft. to 10-12 ft.  
Arborvitae, Chinese  
4-5 ft. to 8-10 ft.  
Cedar, Blue Virginia  
7 to 8 ft.  
Cedar, Red  
7-8 ft to 10-12 ft.  
Fir, Cephalonian  
5-6 ft. to 8-10 ft.  
Hemlock, Canadian  
3-4 ft to 8-10 ft.  
Juniper, Schott's  
7 to 8 ft.  
Pine, Austrian  
4-5 ft to 6-7 ft.  
Pine, Scotch  
4-5 ft. to 6-7 ft.  
Pine, White  
4-5 ft. to 6-7 ft.  
Retinospora, Golden Pea-fruited  
7-8 ft. to 8-10 ft.  
Retinospora, Japanese Pea-fruited  
6-7 ft. to 8-10 ft.  
Retinospora, Jananese Plumelike  
5-6 ft. to 7-8 ft.  
Retinospora, Veitch's Japanese  
7-8 ft. to 8-10 ft.  
Spruce, Douglas,  
3-4 ft. to 5-6 ft.  
Spruce, Norway  
2-3 ft. to 10-12 ft.  
Spruce, Oriental  
4-5 ft .to 6-7 ft.

# HARRISONS' NURSERIES

J. G. HARRISON & SONS, Proprietors

Berlin,

Maryland



# THE NATIONAL NURSERYMAN



NOVEMBER 1922

NOV 30 1922

Published Monthly at Hatboro, Penna., U. S. A., in behalf of the Trade Interests of Nurserymen, Seedsmen and Plant Growers in General

## THE MONROE NURSERY

Established 1847.

Offers a Fine Stock of  
**SPECIMEN EVERGREENS,  
FRUIT AND ORNAMENTAL  
TREES AND SHRUBS**

Will be pleased to quote on your list of wants

**I. E. Ilgenfritz' Sons Co.**  
Monroe, Mich.

Manufacturers of The I. E. Ilgenfritz' Sons Co.'s Celebrated  
Graft and Stock Planter and Firmer

## Mount Arbor Nurseries,

E. S. WELCH, Pres.

**SHENANDOAH, IOWA.**

### OUR SPECIALTY

A Complete Assortment of General Nursery  
Stock

**WE DESIRE TO CALL SPECIAL ATTEN-  
TION TO THE FOLLOWING:**

Apple and Japan Pear Seedlings  
(American Grown)

French Fruit Tree Stocks

Pear, Standard and Dwarf, two years

Elm, American White, car lots

**PRIVET, AMOOR RIVER, NORTH, TWO  
YEARS.**

Spirea Van Houtte, choice stock

Roses, Climbing, H. P. and H. T.

We have put in 15 acres of overhead irrigation system  
for the better production of Shrubs, Roses, Perennials  
and Evergreens.

We are always pleased to quote  
prices and to answer inquiries.

## Buntings' Nurseries

G. E. Bunting & Sons, Proprietors

**SELBYVILLE : : DELAWARE**

Offer for Delivery

**Fall 1922 or Spring 1923**

**1-Year Grape Vines**

**Peach Trees—1-Yr. Budded & June Buds**

**2-Year Apple Trees**

**2-Year Asparagus Roots**

**Strawberry Plants**

**FLOWERING SHRUBS**

**California Privet Hedge**

Correspondence Solicited

## WE GIVE YOU

**QUALITY**  
Satisfaction  
to Your Customers



**SERVICE!**  
Satisfaction  
to You

On every order, and our line embraces a wonderful assort-  
ment of nursery stock.

**FRUIT TREES**, including scarce varieties.  
**ORNAMENTAL TREES.**

**EVERGREENS**, large sizes and planting stock.

**HEDGE PLANTS**, Barberry and Privet.

**BARBERRY THUNBERGII SEEDLINGS**, priced right.

**IMPORTED FRUIT and ROSE STOCKS.**

**AMERICAN GROWN APPLE SEEDLINGS.**

**SMALL FRUITS.**

**SHRUBS, VINES and PERENNIALS.**

**ROSES**, large assortment.

**MULTIFLORA JAPONICA ROSE SEEDLINGS.**

Place Orders Early. Sales Are Heavy. Be Sure of Having  
What You Want for Spring, Reserve Now.

**C. R. Burr & Company** **Manchester, Conn.**

Ask for our wholesale list if you don't get it.

THE  
PREFERRED  
STOCK

THE  
PREFERRED  
STOCK

## PAGING MR. NEW CUSTOMER, PLEASE

In revising our mailing list this fall we added many new names and it has resulted in our receiving orders from a gratifying number of new customers. That pleases us very greatly, but "the more, the merrier." If you are not already receiving our price-lists regularly will you not write to have your name placed on our mailing list. It will be of MUTUAL advantage, we feel sure.

KINDLY USE PRINTED STATIONARY, WE SELL TO  
THE TRADE ONLY

### SPECIALTIES

Roses                      Tree Roses  
Clematis                  Ampelopsis                  Other Vines  
Shrubs                      Shade Trees  
Paeonias                  Phlox                      Other Perennials  
Pot-Grown Evergreens for Nursery Planting

## Jackson & Perkins Company

*Rose Growers and Nurserymen*

WHOLESALE ONLY

NEWARK : NEW YORK STATE

THE  
PREFERRED  
STOCK

THE  
PREFERRED  
STOCK

We grow young evergreens in large quantities and every tree we sell is raised from seeds in our own nurseries.

If you are in need of lining out stock why not write for our wholesale trade list before placing your order. Our prices are low because we specialize in young stock.

COLLECTORS OF TREE SEEDS

THE  
**North-Eastern Forestry Co.**

CHESHIRE  
...Connecticut...

## TO THE TRADE ONLY

We offer for delivery fall 1922 or spring 1923 a large and well assorted block of Fruit trees comprised of

Apple

Pear

Cherry

Peach

Apricot

Nectarine

Plum

Prune

and a particularly fine lot of Gooseberry and Currant in both one and two year olds.

**Roses and Ornamentals**

*Headquarters for Nursery Supplies*

**Portland Wholesale Nursery Co.**

971 Sandy Boulevard      Portland, Oregon

## CHERRY TREES! CHERRY TREES!

ONE YEAR OLD

**THE BEST YOU EVER SAW**

**EXTRA HEAVY**

**EXTRA TALL**

**EXTRA WELL BRANCHED**

*Write for Our Attractive Prices*

We also offer a general assortment of other stock including Apple, Pear, Plum, Plum on Peach, Quince and Peach.

**KELLY BROTHERS' NURSERIES**

DANSVILLE, N. Y.



# PAINESVILLE NURSERIES



## THE STORRS & HARRISON CO.

NURSEYMEN --- FLORISTS --- SEEDSMEN

ESTABLISHED  
1854

PAINESVILLE, OHIO.

1200 ACRES  
45 GREENHOUSES

Subscribers to "Nurserymen's Fund for Market Development."

When writing to Advertisers please mention the National Nurseryman.

## J. H. SKINNER & CO.

Topeka Kansas.

We Offer for Fall, 1922:

### APPLE SEEDLINGS

### JAPAN PEAR SEEDLINGS

### FOREST TREE SEEDLINGS:

American White Elm

Black Locust

Honey Locust

Catalpa Speciosa

### SPIREA VAN HOUTTI, 1 Year:

for transplanting; also 2 to 3  
feet and 3 to 4 feet stock.

## "Where to get the Tree"

"The Nurserymen are urging everybody to 'Plan to Plant Another Tree' and yet there are a lot of people who don't know where to get the tree."

—"The Florists' Review," October 19.

¶ Plan to get orders! Good educational publicity helps people plan what to plant; good catalogues help people plan where to buy. Creating a desire to plant something and getting orders for it are two different things. A man may "plan to plant" without planning to buy your trees.

¶ You have trees to sell, but do those who "plan to plant" know about them? Assuming that they get your catalogue, will they find its offers such as to make them want to send you the order? Of course your catalogue must tell what you have to sell, but it must also tell why your trees are good ones to plant.

¶ We make catalogues for Nurserymen. We offer equipment for fine printing; and we offer also years of experience in selling trees and in building catalogues and folders that touched the high-water mark in plan and appearance and in order-getting results.

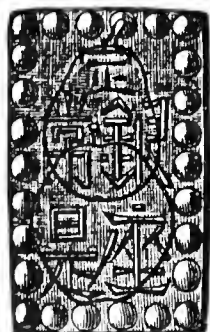
¶ That equipment and experience in your line are at your service.

¶ Write us about your new catalogue.

## THE DuBOIS PRESS

Horticultural Color Printers

ROCHESTER, NEW YORK



## PRIVET AND ROSES

*In Good Supply*

Of Course We Still Have a Fairly  
Complete Assortment of Other  
Standard Nursery Stock and Will  
Be Glad to Price Your List of Wants

### DELIVERY

*Fall or Spring*

THE HUNTSVILLE WHOLESALE NURSERIES, INC.,  
HUNTSVILLE, ALA.

1872—1922

## A General Variety of Nursery Stock



35,000 Norway Maple and American Elm,  
also Montmorency and Early Richmond  
Cherry, 1 year, in car lots or less.



C. M. Hobbs & Sons  
BRIDGEPORT - - Indiana

# The National Nurseryman.

FOR GROWERS AND DEALERS IN NURSERY STOCK

The National Nurseryman Publishing Co., Incorporated

Vol. XXX.

HATBORO, PENNA., NOVEMBER 1922

No. 11

## Digging and Handling of Nursery Stock

The proper digging and handling of Nursery Stock is as vital to its success as the growing of it, but as a rule more thought is given to the latter operation than the former. There are nurseries that are well equipped and take much pride in the quality of stock they grow but fall down to a certain extent in getting it to the purchaser.

There is little can be said on the subject that would be new to the average nursery hand, yet methods of digging and delivery of nursery stock to the customer are far behind the growing of it.

The production or growing of plants is a much more deliberate process than that of the distribution or shipping of it away after the order has been received, and for this reason the nursery is organized better for one operation than it is for the other. Another reason is that the harvest or time of digging is a comparatively short period and much has to be accomplished in a short time.

The nurseryman himself and the experienced hands know how nursery stock should be handled when out of the ground but, as often happens during the busy season, quite a number of new hands have to be taken on and it is not always possible to so officer them to insure the practices and policies of the firm being carried out.

Practically every foreman has experienced that sensation of extreme irritation when in the busy season, with a thousand and one things needing attention, he takes green hands out to start digging orders and the first motion of putting the spade into the ground reveals them as inexperienced. He realizes at once that he will have to teach them how to work and practically do it for them for the first day or so, at least.

The old hand knows that while a plant is out of the ground the roots should not be exposed any longer than possible. If it is necessary to dig a quantity and they have to lay out in the open before they can be hauled to the packing shed, provision should be made to cover them with sheets or to heel them in. With many plants a few hours exposure of wind and sun damages them beyond recovery.

A well managed nursery trains its men to always make provision to protect their roots by some means or other during the entire period they are out of the ground, but it is the green hands that are left to themselves in the rush that often cause trouble.

It is in this connection the man who uses his brains proves himself so much more valuable to his employer than one who works mechanically without thinking.

He has the welfare of the plants at heart and arranges his work accordingly.

On a dry windy day he knows they will suffer much

more than on a still moist one and in many ways takes advantage of circumstances and conditions.

When the plants are brought to the packing shed they should immediately be puddled, this operation consists in dipping the roots in liquid mud. It dries upon them and forms a coating, which prevents the tender tissue from shriveling and is really very great protection.

### PACKING

When possible, of course, it is cheaper to pack in bales, an operation somewhat difficult to describe in writing but there are certain salient points that should always be observed. If the tree is long and is liable to get broken a stout stake should be tied in to prevent it. First of all tie in and arrange the trees or shrubs so that the roots and trunks will make a compact bundle, drawing in as tightly as possible, using a broad leather strap. This will not bruise or skin the bark. Then tie the bundle at intervals drawing the branches as close as possible, the bale being now ready to straw. A liberal coating of straw, straight rye straw preferred, should be tied around the bundle beginning at the roots. After the tops have been thoroughly protected by straw, place the roots on a piece of stout burlap and cover with moist packing. Moist packing can be either short oat straw that has been well wet down, sphagnum moss or any light material that will hold water similar to a sponge. Much depends on the thoroughness of packing this material around the root because if it is well done the bale may be shipped long distances and remain out of ground a long time without injury being done to the plants. The burlap should then be sewed around the roots and the whole package when completed should be compact and neat in appearance. Nothing looks worse than a bale arriving at its destination with scarred and broken branches pushing out of the straw unexposed roots sticking out of the burlap. Such a condition means a complaint even if the plants have not been injured.

### PACKING IN BOXES

Packing in boxes is a simpler operation than packing in bales, it requires some little practice to put up a bale in a workmanlike manner, although experience is a great thing even in packing in boxes.

The skilled packer can size up his order, call for correct size of box and when it is finished there is no room to spare, yet ample to contain all plants. A good plan is to assemble the order, laying them on the ground in much the same way they will lie in the box. It will give an idea of the correct size and make the operation very much simpler.

All plants dug and packed with balls should always be

well cleated in the box. It is a common cause of injury to plants to have the cleats break away when heavy shipping cases are up ended and few nurserymen but know what it means to have the plants break loose, the contents arrive in a jumbled mess that is nothing but an expense.

Since the advent of the automobile truck it is becoming more and more the method of delivery of nursery stock, if within a reasonable distance and the distance keeps on extending, because one handling is sufficient whereas loading in railroad cars or packing in cases entails so much work and number of times of handling. A truck well loaded with trees going along the road is a great advertisement for a nurseryman. It generally attracts attention, everyone seems to be interested. If the plants are all nicely tied in, the roots well protected, it is a good advertisement, but if the reverse is true and the roots are exposed to the drying winds it is far better if the nurseryman's name is not on the truck.

#### PLANTS UNDER SPECIAL PERMIT TO BE ADMITTED WITHOUT WASHING

##### *But They Must Be Free From Adhering Particles of Sand, Soil, Earth or Peat*

Every nurseryman in the country who does any importing will be interested in knowing the outcome of the special hearing which was held in Washington on Tuesday, October 3, on the subject of plant importation under special permit.

A great many nurserymen who have imported plants during the last two years under the requirement that the roots must be "washed free from sand, soil or earth" have reported a higher percentage of failures than they ever had before, even in cases where the plants seemed to be in good conditions when received. These losses have been very general. Even old firms who have been importating for twenty to forty years, have almost without exception had this same experience this year. The general feeling has been that these losses have been the direct result of the washing out of the roots of plants before shipment from the other side.

There were present at the hearing, Dr. Marlatt, Dr. Lumsden, Dr. Kellerman, Dr. Orton, Mr. Sasser, Dr. Coville, Dr. Wm. A. Taylor, Chief of Bureau of Plant Industry; Mr. Wood, Mr. Anderson, Mr. Allhouse, all of the Department of Agriculture, and Mr. J. W. Hill, of Des Moines, Chairman of the Special Committee; Paul Lindley, President of the American Association of Nurserymen; Harlan P. Kelsey, Vice-president of the American Association of Nurserymen; F. F. Rockwell, Secretary of the Eastern Nurserymen's Association; and Charles Perkins of Jackson & Perkins, Nurserymen, representing the nurserymen.

Mr. Hill stated the case for the nurserymen, after which both Mr. Hill and Mr. Perkins submitted as evidence a volume of correspondence from old and well-known nurserymen all over the country, all of which tended to show that the results of washing had been very serious and, in many instances, disastrous. This correspondence included letters from such well-known firms as Bobbink & Atkins, Storrs & Harrison Company, Mr.

Manda, Ilgenfritz' Sons Company, Mr. Edward Welch, Maloney Brothers & Wells, Chase Brothers Company, Koster & Company, and more than a score of others.

Mr. Hill emphasized the fact that the nurserymen of the country wanted to co-operate with the Federal Horticultural Board in every way possible, and that they approved the object of the Board in wanting to reduce to a minimum the danger of the possibility of introducing new insects and diseases on imported stock. He stated that the Committee felt, however, that stock could be brought into the country without having the roots washed, but with the soil so thoroughly shaken out that no lumps or balls of soil would remain in the roots to make thorough inspection impossible. Dr. Coville of the Bureau of Plant Industry of the Department of Agriculture, who is well-known to the nurserymen of the country and who has had many years of experience with ericaceous plants, stated that in his opinion, washing the soil from the roots of plants of this kind, was very dangerous, and generally proved fatal, even under greenhouse conditions where the plants could be given every care and kept under perfect control, after transplanting. Mr. Lumsden, who has visited many of the nurseries of the country where imported stock has been planted during the last year, told of a few shipments, especially of azaleas from Japan, where the imported stock had grown successfully, but stated that in the great majority of cases, the stock had been practically a failure after transplanting, even where it was given every possible care. Mr. Lumsden for the Federal Horticultural Board, stated that in the instance of the azaleas mentioned, (*Azalea Kurume*) each individual plant, after washing, had had the roots wrapped in sphagnum moss and carefully bound in twine. There was no instance where rhododendron stocks which had been washed, had given at all a satisfactory stand. In many cases forty to ninety per cent of them had been lost.

There was considerable amount of discussion as to whether losses were the result of washing, or of careless methods in exposing the roots to drying, and in packing the stock too wet, after it had been washed. Every member of the Nurserymen's committee felt that the attitude of the Board throughout the discussion was most fair and open-minded; and every member of the Board seemed anxious to do anything which could be done to help meet the practical problems which the nurserymen have found themselves up against in connection with importing stock under the special permit arrangement.

Dr. Marlatt explained at length that the reason why the Board had inserted the clause requiring washing the roots of plants, was not because the Board wished to make the ruling more stringent, but because exporters packing the plants in other countries apparently could not be made to understand just what the words "free from sand, soil and earth" meant, and that the result has been not only a great deal of trouble for the Board, but also dissatisfaction on the part of importers when shipments were refused, because the roots of the plants had not been properly cleaned. This made it necessary for the Board to require "washing," as that established a standard which could not be misunderstood.



Samples of stock were submitted by the nurserymen showing that the roots could be made practically free from dirt by shaking, but without removing the film of soil and the small root hairs which are lost as a result of washing.

After a long friendly discussion, the members of the Board present expressed themselves as willing to try once more the admission of plants without washing, provided it would be with the strict understanding that the roots must be entirely free from any large particles of soil. The wording suggested was that the roots of plants imported under special permit "shall be free from all adhering particles of sand, soil, earth or peat." In the case of rhododendrons or other plants where the soil can not be removed sufficiently by thorough shaking, it may be necessary to wash them but washing will not be required.

Dr. Marlatt made it plain that while the Board was willing to co-operate with the nurserymen to the extent of modifying the ruling requiring washing, shipments carelessly cleaned and packed, so that the soil is not thoroughly removed, would have to be rejected.

This modification of the ruling of the Board will be accepted as very good news by the nurserymen of the United States and undoubtedly will result in an increase in the importation of stock for propagation under the special permit ruling.

F. F. ROCKWELL.

### SOLILOQUY OF AN UNPLANTED LOT

*Portion of Address Before Rotary Club of Raleigh, N. C.,  
by Paul C. Lindley, President American Association  
of Nurserymen*

I am the unplanted lot.

Build upon me a home not a house.

Plant me with loving hands, and heartfelt interest, and plant me for your children's sake. Plant me with care and with earth filled with humus. With this foundation, I will give you fruit and flowers.

Plant me to last. Let oaks, hard maples, shade and protect the children of this and the next generation. Mow, lime, and reseed my lawn often to make me as a green carpet.

Landscape me in harmony with my neighbors. Plant my street with one variety of permanent trees. Let me and my neighboring lots breathe and express the cheerful smile of blooms, the shade of trees. The world at the beginning was a garden, the first man and woman walked in beauty wheresoever they went.

Locate my home back from the street, the noise, the dust. My entrance path beginning at my most convenient corner, let wind to a welcome door step. Hundreds pass by to one who enters, plan to plant a welcome.

Plant me for every month in the year. Plant in masses, avoid straight lines and leave lawn center open. Evergreens will give winter warmth, berried plants will attract the birds. Look out the living room door, the dining room window and from where Mother sits, sewing, from the inside the home is the place to properly locate shade and specimen shrubs.

Plan before planting me. Make of me no checker board. Make flowers a part of my landscape but avoid pails perched on posts, kettles, old tanks stood on end. Be a good housekeeper in the "Outdoor Living Room." Select plants with respect to the cost and style of the home.

Planting me will make you a better man, a successful man, a better neighbor. Your family will be born here, will grow up here will live their happiest days with me. Beauty is a necessary commodity for happiness. Remove all trees and plants from my city and it will be as the desert of Sahara.

Plant me now, nature is striving to cover my bare spots, but help is needed, screen the harsh junction point of the ground and building, make of me a simple landscape garden, remembering tho like your family attention is needed; trees eat, trees drink, neglect them they die.

### AS I SEE IT

BY M. T. NUTT



Few people realize the value of reading the advertisements which appear in weekly and monthly publications. Not only does it broaden your views of what is going on in this, our vale of tears, but every once in a while you come across some real "horse sense."

Personally, I am very fond of the Saturday Evening Post, and religiously read it from cover to cover, including the advertisements.

In a recent issue appeared a full page advertisement of the "Statler Hotels" and I was particularly struck with the following:

"Don't ever—don't ever—let anybody leave dissatisfied. If you sense that he's disappointed about something, or displeased, try to make it right, or call someone who can make it right. It is of the highest importance to this business that our customers be pleased and come back to us; and you must do your part toward seeing that our promises are kept.

"And again, first, last, always, be courteous and gracious and helpful in every transaction—and not with guests only, but with your fellow-employees also."

This is something which everyone can take to heart and ruminate upon, and particularly nurserymen. Customers make complaints. Do you in your answer, explain conditions and try to satisfy them? Or do you curtly dismiss the subject as unimportant? Some nurserymen, I know, look only at their own side of the case and cannot put themselves in the shoes of their customers. Usually there are two sides to a case and it is a pretty good policy to look at a question from the other fellow's point of view.

Anyhow, no matter if you are right or wrong, it pays to be courteous, and it pays to satisfy your customer, even at some sacrifice to yourself.

A satisfied customer is a good advertisement but a dissatisfied one can do you a world of harm.

Mr. Statler has the right point of view.

# The National Nurseryman

Established 1893 by C. L. YATES. Incorporated 1902  
Published monthly by

THE NATIONAL NURSERYMAN PUBLISHING CO., Inc.  
Hatboro, Pa.

Editor ..... ERNEST HEMMING, Easton, Md.

The leading trade journal issued for Growers and Dealers in  
Nursery Stocks of all kinds. It circulates throughout the  
United States, Canada and Europe.

AWARDED THE GRAND PRIZE AT PARIS EXPOSITION, 1900

## SUBSCRIPTION RATES

One Year in Advance .....\$1.50  
Foreign Subscriptions, in advance .....\$2.00  
Six Months .....\$1.00

Advertising rates will be sent upon application. Advertisements  
should reach this office by the 20th of the month previous to the  
date of issue.

Payment in advance required for foreign advertisements. Drafts  
on New York or postal orders, instead of checks, are requested by  
the Business Manager, Hatboro, Pa.

Correspondence from all points and articles of interest to nursery-  
men and horticulturists are cordially solicited.

Photographs and news notes of interest to nurserymen should be  
addressed, Editor, Easton, Md., and should be mailed to arrive  
not later than the 25th of the month.

Entered as second-class matter June 22, 1916, at the post office at  
Hatboro, Pennsylvania, under the Act of March 3, 1879.

Hatboro, Pa., November 1922

**JOIN THE AMERICAN ASSOCIATION OF NURSERYMEN** On a separate page Paul Lindley, President of the American Association of Nurserymen, appeals to the trade for an increased membership in the Association.

We all like to be associated with a real live, progressive organization or movement. Success comes so easy when numbers are all pushing and pulling one way and when success means benefits to ourselves personally, it gives added zest to our interest.

The American Association of Nurserymen caught the spirit of the times, reorganized itself, and has planned and started a movement to lift the trade out of pre-war ruts and place it where it belongs, among the leading trades and professions of the country.

The schools are helping us by teaching the rising generation the vital connection of plant life with human life and in many ways arousing the interest of the child in growing things.

The Federal Government is helping us through its Department of Agriculture and numerous bureaus.

The State governments are helping us through their experiment stations and in other ways.

The Municipal governments are helping us by laying out public parks and boulevards as show grounds for our products.

The Wealthy are helping us by laying out private parks as demonstration grounds.

The Press of the country is helping us by interesting its readers about plants on every opportunity.

Surely we are not too dumb as a trade to put ourselves behind our trade association, with all our energy, to en-

able it to coordinate all these forces and make them work to our advantage.

If ever the stars in their courses fought for anything, they are fighting for the nurserymen at the present.

In the words of President Lindley, working as a body through the National Association, we could dress up "The United States," as individuals we will potter along with our own little plant until some movement or government body, takes the job of serving humanity away from us.

The nurseryman who does not think and believe he is serving humanity by making the world a better place to live in, is in the wrong occupation.

The thousands of homes with surroundings as bare and as ugly as sin are a reflection on the nursery trade.

The music trade has made a better showing with its victrolas.

The thousands of children born and raised without knowing the joys of having flowers in the yard have cause to reproach the nurserymen for failing where the candy men and toy makers succeeded.

The nurserymen as a body have not wakened to the fact that successful merchandising is something distinct and separate from producing things to sell.

If they as individuals can produce the stock they must unite to sell it or their output will be limited.

The interest of the consuming public in their goods must be aroused. It must be made easy for them to buy.

The American Association of Nurserymen with its Market Development and Publicity Plans has all the machinery necessary. All it needs is the cooperation of the trade.

Become a member and give a hand and have a voice in the movement.

In the American Association of Nurserymen the trade has a body of men, leaders in the business, who are willing to give their time and brains to benefit all.

Individually they are working for their own interests and successfully too, collectively they are anxious to work for you as well as themselves.

Members of the "National" association should see to it that every nurseryman in their locality or acquaintance who is not already a member receives a personal invitation to become one. Not a form letter, but one beginning, "Dear Jim," and point out its real value to himself as well as the trade as a whole.

## NURSERY COURSE

The special course for nurserymen which was carried out so successfully at Massachusetts Agricultural College last year will be repeated this winter. The school is conducted co-operatively by the New England Nurserymen's Association and the College, assisted further by the State Nurserymen's Associations of Massachusetts and Connecticut. The term begins January 2, 1923, and runs for ten weeks. There will be courses in horticultural botany, soils and fertilizers, nursery practice and landscape construction; also a course of special lectures by practical nurserymen. Applications for registration or for further information should be addressed to Professor Frank A. Waugh, Amherst, Massachusetts.

PEARS, Standard and Dwarf.

NORWAY and SUGAR MAPLE, Sizes 1½ to 2½ in.

SUGAR MAPLE, 5 to 7 feet, once transplanted, for lining out.

EUROPEAN SYCAMORE—Several fine blocks.

PIN OAK and RED OAK—Sizes 6 to 12 feet.



### EVERGREENS

RETINOSPORA Picifera Aurea, Plumosa and Squarrosa. Sizes up to 6 feet.

NORWAY SPRUCE—Sizes up to 6 feet.

AMERICAN ARBOR VITAE—Fine block 5 to 7 ft.

*Good supply of many leading varieties of shrubs.*

**W. B. COLE**

**Painesville, - - - Ohio.**

## A Complete Assortment of NURSERY STOCK

Apple, Peach, Pear, Plum  
Cherry and Quince  
Small Fruits

Ornamental Trees Shrubs

Evergreens

Paeonies Perennials

Roses

**W. & T. SMITH COMPANY**  
Geneva, N. Y.

77 Years

1000 Acres

Write for special prices

## Princeton Products are Ornamental



Trees, Shrubs and Evergreens  
of high grade  
for the wholesale trade

**Princeton Nurseries**

Princeton in New Jersey

November, 1922



## NURSERY SPADES

EXTRA LONG STRAPS

and

REINFORCED AT  
BEND OF HANDLE

also where

STRAP IS WELDED  
TO BLADE

*Made in Either Square  
or Round Point*

**T. ROWLAND'S SONS, INC.**  
Cheltenham -:- Penna.



## The Valdesian Nurseries



*View on the Valdesian Nurseries, Bostic, North Carolina, showing a block of fine Thuya Orientale nana and one of the bungalows situated on the nursery*



*Showing section of the Valdesian Nurseries, Bostic, North Carolina, planted to Blue Spruce and other choice coniferous evergreens*

The Valdesian Nurseries, Bostic, North Carolina, were organized in 1904 by George W. Jones, the present proprietor. Although they are so young, as nurseries go, wonders have been accomplished in eighteen years. Starting on about two acres, other farms have been add-

ed until now over two hundred are planted; eight acres adjoining the freight station, where the offices, packing houses, storage and green-houses are located. The accompanying pictures will give an idea of the class of stock that is grown, being almost exclusively ornamental



520 Acres

True to Name Plants

## FOR THE BEST STRAWBERRY PLANTS

SEND TOWNSEND'S  
YOUR ORDER

*Ask for Price List. We Can Save You Money.*

**E. W. TOWNSEND & SONS**  
WHOLESALE NURSERY

Salisbury

Maryland



### 20,000,000 Strawberry Plants

The very cream of all varieties—grown on new lands, and absolutely true to name stock.

We are equipped to ship as many as 500,000 plants per day, and can send them direct to your patrons. Let us have your want list for special prices.

We guarantee prompt shipment and absolute satisfaction. We offer first class strawberry plants at right prices for your trade list.

This business is backed by forty-four years of success, and it is the largest of its kind in the United States. Send for wholesale prices today.

**J. A. BAUER**

LOCK BOX 38

**JUDSONIA, ARKANSAS**

## Own Root Field Grown Roses

QUALITY and SIZE *Right*

### Following Varieties

100 Wm. R. Smith	75 Jonkheer J. L. Mock
100 Helen Good	100 Red Letter Day
100 Rhea Reid	75 Radiance
100 Mrs. B. R. Cant	50 Mrs. Aaron Ward
800 Cl. American Beauty	900 Nova Zembla (White Conrad F. Meyer)
100 Pink Maman Cochet	150 Conrad F. Meyer
100 White Maman Cochet	800 General Jack
100 Gruss an Teplitz	250 Jubilee
700 Dr. W. Van Fleet	800 Magna Charta
50 Alex Hill Gray	100 Mad. Masson
75 Souv. de President Carnot	250 Anne de Diesbach
1000 Kaiserin A. Victoria	400 Frau Karl Druschki
	500 Dr. Huey

*Prices Quoted on Application*

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**THE GOOD & REESE COMPANY**

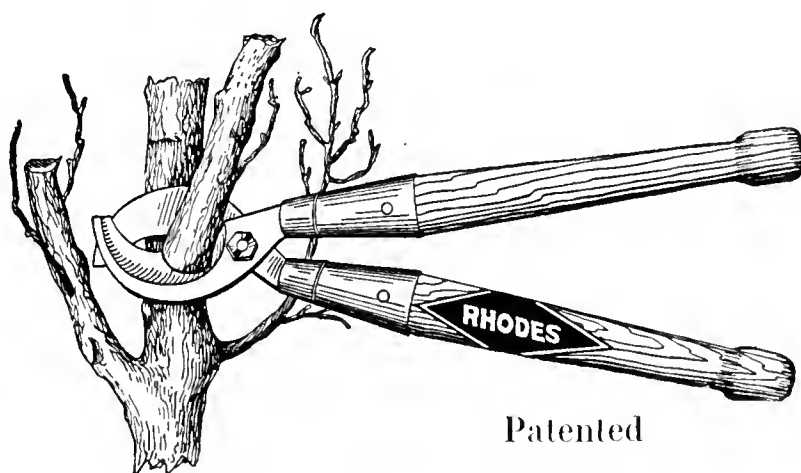
*The Largest Rose Growers in the World.*

**SPRINGFIELD, OHIO**

Dept. E.

## RHODES DOUBLE CUT PRUNING SHEARS

In Use Throughout the World



Patented

The finest cutting and best made pruner on the market and the only one that cuts from both sides of the limb and does not bruise the bark. Made in all styles and sizes.

They are advertised in all the leading journals throughout the country and will prove a profitable line for you to handle. All goods delivered.

Send for circular and trade discounts.

**Rhodes Mfg. Co.,** 324 S. Division Avenue,  
Grand Rapids, Mich.

stock.

The Valdesian Nurseries do mainly a wholesale trade, shipping stock by car load into the various states although they do both a retail and landscape business and recently received high commendation in the "Charlotte Observer" for landscape work done in that city. Mr. Jones is giving special attention to the propagation of new and rare plants, a propagating house was built the past summer and another will be erected shortly. He expects to have some choice and rare stock to offer another season.

## ITALIAN FRUIT STOCKS

BY J. DYKHUIS

When after the armistice the demand for fruit stocks became urgent, America naturally looked again to Europe for its supply. Europe, especially France, had always been the emporium. The quality was dependable, the supply sufficient and the prices right.

But the war also had held its ravages amongst the fruit stock growers. Nurseries had been turned into vegetable gardens, orchards had been destroyed or neglected and when the growers intended to re-establish their cultures, no seeds were available and what was put on the market was of undependable quality.

Holland growers were about the first to offer a quantity of stocks at comparatively fair prices, considering the high outlays for seeds and the considerable increased overhead expenses, and they were met with enthusiasm and appreciation, for the demand was great and the supply short, and so the Hollanders were instrumental in checking the "hausse" of the french prices.

But Holland did more. It concentrated the market for fruit and rose stocks, studied the sources of supply and acted as a clearing house for American consumers, who, through the greatly altered conditions in Europe were unable to be acquainted with the new markets.

These facts are probably not always sufficiently appreciated by the consumers who became more or less misguided by the facts that fruit tree stocks were offered by so many different firms.

One Holland firm especially should have credit for the fact that it leads in this respect, who brings markets to the front which otherwise would be neglected and which now, through keen competition tend to lower the price and increase the quality.

One of these markets is Italy. The Italian fruit stock region is little known and wrongly estimated, and it is for this reason that we thought of giving a brief description of that section of Italy where the Myrobolans are grown, and in this way do justice to this market of supply.

Italy is a great peninsula that projects from the mass of Europe far to the south into the Mediterranean Sea. Its greatest length is from North-West to South-East in which direction it measures 748 English miles. Its breadth is, owing to its configuration very irregular. The northern portion measures about 290 English miles while the peninsula, which forms the largest portion of the country does not generally measure more than 90 to 100 miles across.

It is apparent that the climatic conditions in a country,

extending from 46.40' and 37.35' N. lat. and between 6.35' and 18.35' E. long. must be of enormous variation, especially where mountain ranges, plains and seas help to increase this difference. Is it therefore any wonder that parts of the country have the favorable cool climate of central Europe, while others the heat of the North African deserts? Great differences therefore exist with regards to climate between Northern and Southern Italy, due in great part to other circumstances as well as to difference in latitude. Thus the great plain of Northern Italy is chilled by the cold winds from the Alps, while the damp warm winds from the Mediterranean are to a great extent intercepted by the Ligurian Apennines. Hence this part of the country has a cold winter climate, so that the thermometer descends as low as 10 Fahr. and the main winter temperature of Turin is actually lower than that of Copenhagen. Throughout the region north of the Apennines no plant will thrive which cannot stand severe frosts in winter.

In this northern part of Italy, occupied by the basin of the River Po, which comprises the whole of the broad fertile plain extending from the foot of the Apennines to that of the Alps, together with the valleys and slopes on both sides of it, lays the little town of Saonara near the city of Padu where Messrs. Fratelli Sgaravatti have their great Myrobolan nurseries.

The soil in this section is alluvian of recent creation like all the soil in the Po River Plain. It consists of lime with a good quantity of sand and is free from stones. The soil by itself is not very fertile and is classified by the production tax as 3rd quality. The subsoil is deep, irrigation is not possible nor necessary. A little rain in the summer is sufficient to insure a free growth.

The climatic conditions belong to the middle European Temperate zone. The flora is deciduous like in Austria, Germany, Switzerland and France, and differs greatly from Central and Southern Italy, which belong to the Mediterranean zone and has the hard leaved flora.

After Hann, the average temperature in the year of Paris, expressed in degrees of Celsius is 11.5, while the average temperature of Milan, which is the centre of the River Po Plain is 12.8.

Average temperature in	Jan.	April	July	Oct.
Paris .....	2.2	9.8	18.1	9.9
Milan .....	0.5	13.2	24.7	13.3

which shows that in Northern Italy the winters are colder, the summers warmer than in Paris.

The average temperature in Padua from 1866 to 1910 according to observations of the Astronomical Institute of the University of Padua is 12.89 with a minimum of 12.24 in 1875 and a maximum of 13.54 in 1900.

In Padua the days with rain and snow are about 113 in the year and the average rainfall in mm. in the period of 1872 to 1910 was 871 mm.

The average number of snowdays in the year is about 5.

The climate in Southern Italy is quite different. The average temperature in the year of Naples is 15.9.

Average temperature in Naples in	Jan.	April	July	Oct.
	8.2	13.9	24.3	17.

which goes to show that Naples has no frosts in winter, rainfall is seldom and snow unknown. It has the Med-

**Norway and Sugar Maples**

10,000 to select from. Stock was transplanted three years ago. Has a nice root system and is good, clean, healthy stock. Sizes: 8 to 10 ft., 10 to 12 ft., and 12 to 14 ft.

Also

**Japanese Iris**

In quantity, in the following varieties:

**Dara-Dogu**

Reddish-pink, with orange blotches.

**Koki-No-Iro**

Purple, with yellow throat and blue edge at throat, radiating white lines

**Kuma-Funjin**

A very rich purple, one of the best.

**Sofu-No-Koi**

Blotches and speckled blue and white, yellow throat, stamens tipped blue

**Taiheiraku**

Rich bronzy purple, with conspicuous yellow blotches tipped white; stamens lavender.

**Scott Brothers, Elmsford Nurseries**  
ELMSFORD, NEW YORK

H. D. Simpson

R. A. Simpson

L. B. McDonald

**Knox Nursery and Orchard Co.**

Successors to  
H. M. SIMPSON and SONS

**Vincennes : : : Indiana**

Offers to the trade the finest block of 1 year

**CHERRY TREES**

That they have grown in several years. Also a limited amount of 1 year

**PEACH TREES**

Budded, from Simpson Orchard Co.'s bearing orchard.

GROWERS FOR 71 YEARS.

ASK FOR SAMPLE.

**L. R. TAYLOR & SONS**

TOPEKA

KANSAS



FOR FALL OF 1922

A Fine Lot of  
**APPLE SEEDLINGS**

French and Japan Pear Seedlings  
**FOREST TREE SEEDLINGS**

- ALSO -

Apple Trees

Peach Trees

Pear Trees

Cherry Trees

Forest Trees

**The Shenandoah Nurseries**

Established 1870 by D. S. Lake

SHENANDOAH, IOWA

For Fall 1922 we have our usual complete assortment but call your attention especially to the following:

APPLE, One Year  
Good variety list

CHERRY, One Year  
Very fine

PEAR, Standard  
One and two year

PLUM

Americana, Hansens, Japanese, and Compass

PEACH and APRICOT  
Leading varieties

GRAPE  
Complete list

GOOSEBERRIES and CURRANTS  
All popular sorts

Acres of Shade Trees, Forest Tree seedlings, Ornamentals and Roses

WE SPECIALIZE IN

Apple and Japan Pear Seedlings, Imported  
Fruit Tree Stocks, Apple Grafts

Send Us Your Want List. Glad to Quote.

A. F. LAKE,  
Pres.

C. B. LAKE,  
Vice Pres.

R. S. LAKE,  
Sec. & Treas.

iterranean climate and is the place of evergreen trees.

From the above it will be seen, that the vicinity of Padua is on account of soil and climatic conditions an ideal country for growing fruit tree stocks for American use. It has advantage over France on account of the virginity of the soil which is new to these cultures and which makes the plants disease resisting and vigorous without being soft.

The root system is excellent and the plants show fibrous roots without being pricked off.

In the latter part of July I had the pleasure to visit the nursery establishment of Messrs. Fratelli Sgaravatti at Saonara near Padua.

Mr. Erinus Sgaravatti, one of the ten proprietors of the firm met me at the station with his automobile to take me to the nurseries which are about 20 miles from the city of Padua. As I had never before been in Italy in summertime I was greatly impressed by the cleanness of the country and the healthy looking field of strong corn. Having just passed through part of France, Alsace, Luxembourg and Belgium, where the drought had turned the cornfields into hay fields the better condition of those in this part of the country struck me favorably.

After a lovely ride of about 20 minutes we reached the offices and warehouses of the firm which remind one more of a modern factory than of a common nursery shed.

Everything is modern with Sgaravatti. The spacious packing sheds, the storage houses, the seed warehouses, the offices, the implements, the methods etc. and besides this modern advancement there is the old fashioned solidity of a firm, who has to keep up a reputation of a hundred years.

For "The House of Sgaravatti" was established one hundred and one years ago, in 1820 by Angelo Sgaravatti, a vegetable gardener. In 1850 his sons, Antonia, Luigi and Benedetto named the firm Sgaravatti Brothers, a name which it has maintained up to the present. Mr. Benedetto, the last named of the three founders is still alive, though retired from active business.

The descendants of Antonio and Benedetto Sgaravatti are the present owners of the business, while each family branch is represented by 5 members. Thus the management of the business is conducted by ten responsible owners, each of them being the head of a department, and while individually independent yet together forming a solid unit, concentrated in the senior members.

Is it any wonder that such a business, naturally grown into the present shape and size, the product of family pride and conservative solidness, situated in historic River Po Plain, became of vast importance and achieved results unattainable by others?

Just imagine a business where each department head not works for salary and position alone but for the reputation of his own name as well, thereby ably assisted by a force of office clerks, foremen and more than 400 nursery hands.

The River Po Plain is the home of Myrobolan, and Messrs. Sgaravatti having orchards of their own from which to harvest the seeds turned to grow seedlings. For their own use first, for export later when they found that their seedlings were better than the usual quality. Their

vast area of land, covering more than 500 acres give them opportunity to follow a healthy crop rotation, making strong and sturdy plants, beautifully rooted and disease resisting.

The climate, altogether different from what people generally know about the hot Italian climate, makes the stock fit for use in every country on earth.

### CITY PARKS AN ASSET

Fred W. Kelsey writing in the New York Times, September 29th says:—

"In view of the tremendous growth of New York as a world center in finance and economics, and more and more as an attraction for visitors from all parts of the world, and as the architecture and public parks are two of the most commanding features in creating favorable impressions of the city, there can be no question of the wisdom, as well as economy, of restoring the older parks and the development of the newer parks in keeping with the growth and needs of the greater city. These parks and architectural features in cities like Paris and Berlin, as, indeed, in some of the Western cities, could readily have been for the past decade capitalized as of enormous value as an asset to the cities. For many years these attractions, especially in Paris, have been estimated as equivalent to a capitalization of many millions of dollars annually, in calling for the admiration and visitation of vast numbers of both permanent and transient visitors, and it should be a matter of pride that these attractions of Greater New York should be at least kept up with the times in these matters."

### MONROE NURSERY

The Monroe Nursery, Monro, Michigan, is celebrating its seventy-fifth anniversary.

Founded in 1847 by I. E. Ilgenfritz, the nurseries have grown from a small patch of ground until they cover hundreds of acres and constitute the oldest, largest and most complete nursery in Michigan. A business that has added millions of dollars in wealth to the country by the orchards they made possible and made the country a more beautiful place to live in may be justly proud of its record.

The founder died in 1895, leaving his sons to carry on the business. In 1902 it was incorporated under the title of I. E. Ilgenfritz' Sons Company, with Wilber F. Ilgenfritz, president Frank L. Ilgenfritz, vice president; Thomas I. Ilgenfritz, secretary-treasurer.

### MICHIGAN NURSERYMEN'S ASSOCIATION

Mr. B. J. Manahan, President of the Michigan State Association of Nurserymen, will shortly issue a call to all Michigan nurserymen to attend a State meeting at Grand Rapids during the month of December, 1922.

The object of this meeting is to form a closer and more active State association of Michigan nurserymen. All nurserymen are cordially invited to attend this meeting, whether members of the National Association or not.

Notice of date of meeting and location will be mailed to all Michigan Nurserymen within a short time.



## HILL'S EVERGREENS FOR LINING OUT

Now booking for Fall 1922 and Spring 1923 delivery on choice lining out Evergreens as follows:

	Inch		Inch
Douglas Fir	x 8-10	Norway Spruce	o 6-8
Hemlock	x 8-10	" "	x 8-10
"	xx 12-18	" "	xx 12-18
Chinese Arbor Vitae	o 6-8	" "	xx 18-24
"	x 8-10	Colorado Blue Spruce	x 6-8
Juniperus Canadensis	o 6-8	" "	xx 8-10
"	xx 12-18	Austrian Pine	x 8-10
Juniperus Canadensis		" "	xx 12-18
Aurea	x 6-8	Jack Pine	o 10-12
Juniperus Pfitzeriana	x 8-10	Swiss Stone Pine	x 6-8
"	x 10-12	Dwarf Mountain Pine	x 6-8
Juniperus Procumbens	x 6-8	" "	xx 8-10
Juniperus Stricta	x 8-10	Ponderosa Pine	x 8-10
Juniperus Communis	o 6-8	" "	xx 10-12
Juniperus Sabina	x 6-8	White Pine	xx 10-12
Junip. Horizontalis	xx 10-12	" "	xx 12-18
Junip. Tamariscifolia	x 6-8	Scotch Pine	xx 12-18
Juniperus Scopulorum	o 6-8	Retin. Filifera Aurea	x 8-10
"	xx 10-12	Taxus Cuspid.	
Juniperus Virginiana	x 6-8	Brevifolia	x 6-8
"	xx 10-12	American Arbor Vitae	xx 10-12
"	xx 12-18	Compacta Arbor Vitae	x 6-8
"	xx 18-24	Pyramidal Arbor Vitae	x 6-8
Juniperus Counarti	xx 12-18	Rosenthals Arbor	
Juniperus Glauca	xx 12-18	Vitae	x 6-8
Juniperus Schottii	xx 12-18	White Tipped Arbor	
Pachysandra Term.	x 4-6	Vitae	x 6-8
White Spruce	x 8-10	Siberian Arbor Vitae	x 6-8
"	xx 12-18	Woodward's Globe Arbor	
Black Hill Spruce	x 6-8	Vitae	x 6-8

Each x indicates one transplanting.

o—Indicates never transplanted. Suitable for bedding out.

Send for catalog, prices and samples. Let us quote on your want list.

### THE D. HILL NURSERY CO.

Evergreen Specialists—Largest Growers in America

Box 401

Dundee, Ill.

## SPECIALIZING IN

ENGLISH WALNUTS

FRANQUETTE WALNUTS

CHERRIES

CAROLINA POPLARS

LOMBARDY POPLARS

BLACK LOCUST

CLIMBING ROSES

Car lots will be distributed from Eastern and other reshipping points this Fall, Winter and next Spring. Write for prices on your requirements.

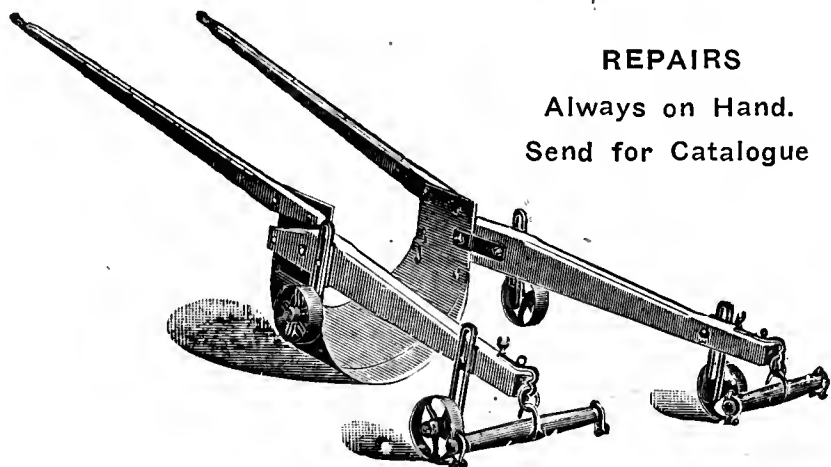
## OREGON NURSERY CO.

ORENCO, OREGON

1857

1922

## BRAGG'S COMMON SENSE TREE DIGGER



REPAIRS

Always on Hand.

Send for Catalogue

Digger gets All the Roots at the rate of Twenty to Forty Thousand trees per day, and only needs same power as plow

### L. G. BRAGG & CO.

KALAMAZOO, MICH.

## RAFFIA

Dependable Brands

RED STAR XX SUPERIOR  
AA WEST COAST ARROW

Bale Lots or Less

## LILY BULBS

AURATUM RUBRUM  
MAGNIFICUM GIGANTEUM

All Hardy Varieties in Case Lots, 8-9", 200 per Case; 9-11", 150 Per Case

## BAMBOO CANES

NATURAL, 5-9 ft. Japanese or Domestic  
DYED GREEN in 18" to 4 ft. sizes

Bale Lots Only

FRENCH FRUIT and ROSE STOCKS  
PALM SEEDS

ROSA MULTIFLORA JAPONICA SEEDS

Write for Prices, Specifically Stating Your Requirements

### McHUTCHISON & CO.

95 Chambers Street

New York City

## Joseph Merritt Underwood

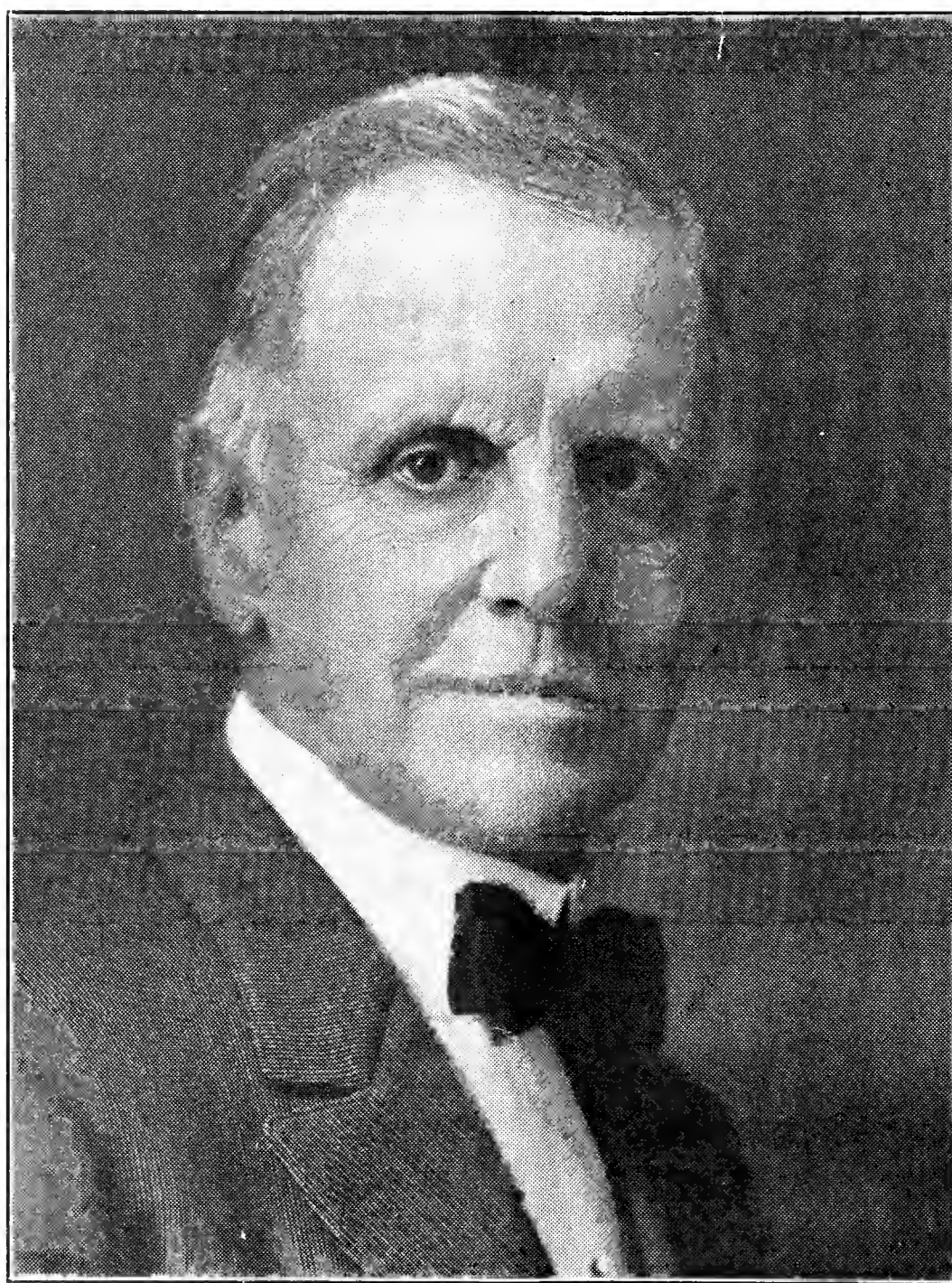
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On August 17th last, died Joseph Merritt Underwood, founder of the Jewell Nursery Company and one of the pioneer nurserymen of the North.

Since 1868 Mr. Underwood was closely connected with the nursery business and was always keenly interested in the advancement of practical horticulture in the North.

It was also while he was active in this Horticultural Society that it had such a splendid fruit exhibit made at the World's Fair in Chicago in 1893, which opened the eyes of thousands to the fact that Minnesota was a fruit producing state.

He was an enthusiastic supporter and earnest worker



*The Late Founder of the Jewell Nursery Company,  
Lake City, Minnesota*

He was an active worker in the Minnesota Horticulture Society, which has such a splendid record of activities. While President of this body he helped it to the practical consummation of its greatest work: the establishment of a State Plant Breeding Farm, under the direction of the Society and of the State University.

in every activity that would advance the interests of Horticulture in his State. He was associated for years in the Minnesota State Horticulture Society with Wyman Elliott, J. S. Harris, Prof. Samuel B. Green, J. P. Andrews and Clarence Wedge, all men who have left their mark on Horticulture and made the country richer for having lived.

**Some of the Items We Offer for Fall, 1922**

APPLES, 1 and 2 yr. Buds. PEACH, 1 yr.  
 PLUMS, 2 yr. GRAPES, 1 and 2 yr.  
 ASPARAGUS, 2 yr. RHUBARB.

**CALIFORNIA PRIVET**

SHADE AND ORNAMENTAL TREES in assortment.  
 BARBERRY THUN. FLOWERING SHRUBS.

**EVERGREENS**

Extra fine lot of Norway Spruce 4-5 ft.  
 and 5-6 ft. Can offer in carload lots.

WRITE FOR PRICES

**FRANKLIN DAVIS NURSERIES, Inc.**

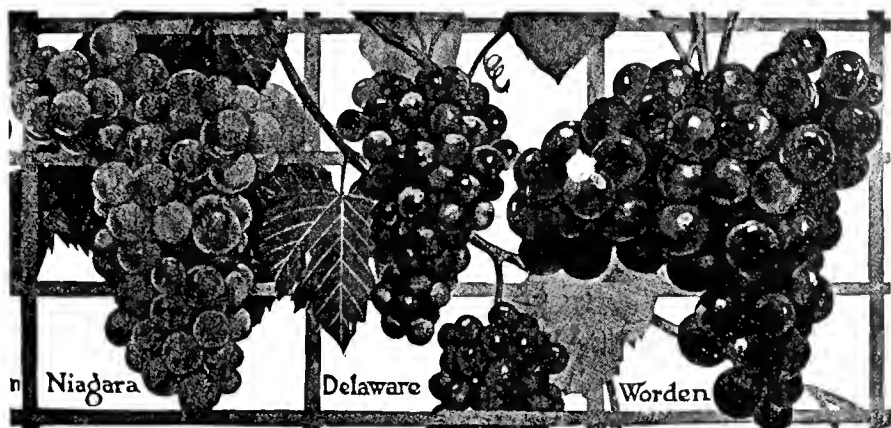
404 W. Baltimore Street. BALTIMORE, MD.

**Raspberry, Blackberry****and other Small Fruit Plants**

in large supply

Special prices for fall shipment

**J. T. LOVETT, Little Silver, N. J.**



**T. S. HUBBARD CO., Fredonia, N. Y.**

Growers of Grape Vines and Small Fruit Plants  
 For Garden and Vineyard Planting

Established 1866

Send for Catalogue

**JAPANESE IRIS**

(Iris kaempferi)

15,000 Strong transplants, finest selected Japanese strain, mixed colors. The most gorgeous colorings (including pure white), equal to the choicest named varieties. Samples on request.

Strong transplants.

Orders should be placed promptly and are booked as received. All late orders are subject to count holding out.

**HARLAN P. KELSEY**

BOXFORD-HIGHLANDS NURSERY

SALEM

MASSACHUSETTS

**BARGAINS****SHRUBS and SHADES**

Some Blocks of Perfect Stock in Heavier Grades,  
 On Leased Land, MUST Be Moved This Fall

I Will Price It To Move It Quick

**INCLUDES**

Spirea Van Houttei	Althea, Some Assortment
California Privet	Buddleia Variabilis
Amoore River Privet	Catalpa Speciosa
Deutzia Crenata	Cercis Canadensis
Deutzia Pride of Rochester	Liriodendron Tulipifera
Symphoricarpos Vulgaris	Cornus Florida
Forsythia Viridissima	Cherry Laurel
Lonicera Fragrantissima	Black Walnut

Stock That Will Please

At Prices That Will Sell It

**J. H. GIRARDEAU, McRAE, GEORGIA.**

**Wanted Wanted Wanted**

50 Thousand June Buds

5 Thousand Grape Vines, 2 Years, Strong

One Car of Fruit Trees, 3-4 up

Can handle job lots in car lots. Spot Cash.

**LONG ISLAND NURSERIES**

Brooklyn Hills, N. Y.

**TREES****SHRUBS****EVERGREENS**

*Some of Our Specialties:*

Red and Pin Oak, 1 1/4 to 2 1/4 in. cal.

Sugar Maple, 1 1/4 to 2 in. cal.

Hydrangea A. G.

Hydrangea P. G.

Viburnum Plicatum

Retinispora Plumosa Aurea, 2 ft. to 3 1/2 ft.

Pyramidal and

American Arbor Vitae, 2 1/2 to 5 ft.

WRITE FOR PRICES

Catalogue Ready in September

**THOMAS B. MEEHAN CO.**

WHOLESALE NURSEYMEN

DRESHER :: PENNA.



## OSCAR PARK BECKLEY

O. Park Beckley, President of the Berryhill Nursery Co., died at his home in Harrisburg, Penna., on Sunday, October 15.

News of the death of Mr. Beckley will be received by his many friends in the nursery trade with a distinct shock and much sorrow.

For many years Mr. Beckley was a familiar and outstanding figure at the conventions of the American Association of Nurserymen, not only because of his direct connection with the business, but because of his former long time relationship as photographer, salesman and salesmanager for the J. Horace McFarland Company.

Berryhill Nursery Company was organized some fifteen years ago and under Mr. Beckley's supervision. As time went on the business expanded, and in 1919 it seemed advisable for him to give up other business relationships and identify himself solely with the organization of the Berryhill Nursery Company. After this step was taken, the business was again enlarged by uniting with a nursery at Sparta, Kentucky and another nursery at Springfield, Ohio. This was the first step realizing one



*The Late President of the Berryhill Nursery Co.,  
Harrisburg, Pa.*

of Mr. Beckley's dreams,—that of a chain of nurseries across several states.

In his home city of Harrisburg, he took a prominent part in all civic and religious movements. For nearly a score of years, he was the leader and teacher of one of the largest men's Bible classes in the city. As President of the Church Federation he gave to that organization full measure of his abilities in guiding it along paths that have been of real benefit to the city large.

Many of the homes in Harrisburg show his skill as a landscape designer and nurseryman. A number of years ago, and largely through his efforts, the office buildings in the center of the city were adorned with window boxes, a custom that has been kept up each season since the plan was inaugurated.

During Mr. Beckley's connection with the J. Horace McFarland Company, he traveled over the whole United

States and in parts of Europe securing photographs and had a large share in building up the great collection of that firm. One of his tours in Europe was in company with Mr. Roberson, the noted lecturer, with whom he visited British Isles, France, Central Europe and Italy. Probably his chief skill as a photographer lay in his ability to see and to get on the plate some of the most superb natural landscape views he found in this country or abroad. Not only did he see the natural effects, but he grasped and appreciated the skill of landscape architecture, and adapted many of these examples to special uses.

The funeral was held on Wednesday, October 18, at the United Brethren Church in Harrisburg, of which he was a lifelong member. Mr. Beckley leaves his wife, his mother and three children, a daughter Miss Lucille, O. P., Jr., and Park A. the latter connected with the Berry Hill Nursery Company.

A letter has just been received from Rotterdam, Holland, advising us of the death of Mr. P. Owerkerk.

Mr. Owerkerk had many friends in the United States who will be grieved to hear of his death. For many years he travelled among the nurserymen and florists in this country having headquarters at Hoboken, N. J., and was well known to the trade.

## MIDWEST HORTICULTURAL EXPOSITION

The Midwest Horticultural Exposition of fruits, flowers, vegetables, nuts, honey and nursery stock will be held November 13th to the 18th, 1922 at Council Bluffs, Iowa.

An unusual feature of interest to nurserymen are the prizes offered for nursery stock, which are as follows:

## DEPARTMENT G—NURSERY STOCK

Superintendent ..... T. J. Maney, Ames, Iowa  
Judges: Geo. H. Marshall, Arlington, Nebr.; R. J. Pease, Des Moines, Ia. Cash Premiums in this Department—\$300.00

All exhibits in this department should be arranged with the idea of making them educational to the public. Show grades, methods of bunching, baling, etc. Photographs may be used as supplements to the exhibits to show methods of production, etc.

## Class No. 69

802.	Collection fruit trees and small fruits.	\$20.00	\$15.00	\$10.00
803.	Collection of evergreens .....	35.00	25.00	15.00
804.	Collection of hardy shrubs .....	20.00	15.00	10.00
805.	Display to show the evolution of the apple from seed to mature nursery trees	20.00	15.00	10.00

## Class No. 70—Landscape Plans

806.	Combined General Plan and Planting plan rendered in color for a typical Mid-West Farmstead .....	\$20.00	\$15.00	\$10.00
807.	Combined General Plan and Planting Plan rendered in color for town lot....	20.00	15.00	10.00

The above class is open to amateur and professional Landscape Architects. Plans will become the property of the Iowa Nurserymen's Association.

## COMMISSIONS TO GARDENERS

The Horticultural Trades Association in England is struggling with that prickly problem, "Commissions to Gardeners" and has decided to issue a circular to the trade to the effect, that no discount should be paid except with the written consent of the gardener's employer and in no case to exceed five per cent.



## KIRKMAN'S TREES

### CALIFORNIA AND OREGON GROWN FRUIT TREES—GRAPE VINES

APPLES, CHERRIES, PEARS, PEACHES, PLUMS, PRUNES, ETC.

More than five million trees and vines growing in our several nurseries

*Submit Your Want List*

*Car Lot Orders Solicited*

(Member of the Nurserymen's Bud Selection Association of California)

## Kirkman Nurseries

**FRESNO, CALIFORNIA**  
P. O. Box 604

**W. T. Kirkman, Jr., Pres.**

### FOREST TREE SEEDLINGS

Black Locust      Silver Maple  
Western Catalpa      White Oak  
Ibota Privet

We Have a Surplus of These Items  
*WRITE FOR PRICES*

**THOMAS B. MEEHAN CO.**  
**WHOLESALE NURSERYMEN**  
**DRESHER, PENNA.**

### COMMERCIAL NURSERY CO.

*GROWERS OF HIGH-GRADE NURSERY STOCK*

We specialize in June Bud Peach and will have a good supply of general nursery stock ready for Fall trade. Grown at our nursery, Decherd, Tenn.

We offer from our branch nursery, Monticello, Fla., good selection of Budded and Grafted Pecans, Japan Persimmon, Fig, Mulberry. Write us,

**Decherd, Tennessee**

### Box-Barberry Went Over the Top this Season

Is there any wonder when it possesses the following qualities:

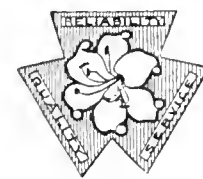
- 1—Absolute hardiness.
- 2—Ability to withstand severe shearing.
- 3—Uniformity in growth and habit.
- 4—Attractive autumn foliage effect.
- 5—Freedom from disease and insect attack.

We sold over 100,000 Box-Barberry on a Convention floor in Detroit.

Advertising in the leading horticultural journals will continue which will help your sales.

Orders for lining out stock now being booked.

**WOODMONT NURSERIES, INC.**  
*The Elm City Nursery Co.      New Haven, Conn.*



NOT PRICE

BUT QUALITY

### TREE SEEDS

LET US QUOTE YOU OUR ATTRACTIVE PRICE

**T. SAKATA & CO.**  
**SEED GROWERS AND MERCHANTS**

YOKOHAMA, JAPAN

Sakai-Cho. Opposite Park

Branch Office—20 East Jackson Blvd.  
CHICAGO, ILL.

"International in Scope—Individual in Service"

### RICE BROTHERS CO.

**Geneva, N. Y.**

A		Fruit trees
General	on	Ornamental trees
Surplus		Shrubs and Roses

Write for prices.

Established 1866

### NAPERVILLE NURSERIES

— Growers of —

**Trees, Evergreens, Shrubs, Perennials, etc.**

**Lining Out Stock**

**NAPERVILLE, ILL.**

TELEPHONE, NAPERVILLE No. 1.

**DO NOT FORGET!!!**

# RAFFIA

The cheapest and best material for Budding and Tying is RAFFIA. We can ship promptly. Standard Brands:—RED STAR, X. X. SUPERIOR, A. A. WESTCOAST.

Write for prices.

**THOMAS B. MEEHAN CO., Dresher, Penna.**

## Letter to the Nurserymen of the United States

*Fellow Nurserymen:*

*Do you know that in round numbers there are about 4000 nursery firms in the United States?*

*Do you know that there are less than 300 in the American Association?*

*Do you know that with just a little effort on your part, each of you could secure two or three new members?*

*You will do this if you stop to think of the CONVINCING REASONS the ADVANTAGE of having an organization large enough in membership to have power and prestige so that it can really get things done.*

*Last week the standard farm papers carried a four-page color insert. Being attracted by one of the pages showing a farmer loading hay, I found that a ROPE concern was using four pages at \$11,000 a page. Think what this amount of money would accomplish in teaching the public to "Plan to Plant Another Tree."*

*The ADVANTAGE of 1000 or more new members would mean, we could get this amount of money or more without raising the present dues.*

*We need at least four "Chautauqua" lectures, with lantern slides to tour N. E. W. S.*

*With this kind of publicity, we could "dress up" the United States and nurserymen would not be able to grow enough stock to fill the demand.*

*LET'S GO! was the chief battle slogan of the American Army, the slogan that typified the American fighting spirit, and which gave inspiration and enthusiasm at the right moment.*

*If there is a psychological moment it is now.*

**GET A MEMBER.**

*PAUL C. LINDLEY, President,  
American Association of Nurserymen.*

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Stong budded plants

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One and two year old plants

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Standard and Half Standard Roses

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Well Rooted, Vigorous Plants

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**Four Million Field-Grown Hardy  
Perennial Plants**SEND US YOUR WANT LIST OR ASK FOR OUR  
CATALOGUE**THE WAYSIDE GARDENS CO.,** MENTOR  
OHIOWe Offer June Budded and One-year Peach, One-year Apple,  
California and Amoor River Privet, Strawberry  
Plants. Let Us Have Your Want List.**CHATTANOOGA NURSERIES, CHATTANOOGA, TENN.**P. S. We also have 200 bushels this season's Natural Peach  
Seed. Very fine for \$2.50 per bu.**SURPLUS**Red Oaks, Pin Oaks, American, English and Silver  
Linden, White Dogwood, American Elms, English  
Beech, Norway, Sycamore and Silver Maples. Ameri-  
can Arborvitae, Pyramidal Arborvitae, Hemlock  
Spruce, Norway Spruce, Thunberg's Barberry, 12-18''  
and 18-24''; California Privet, 12-18'', 18-24'' and  
2-3 feet.**THE RAKESTRAW-PYLE CO.****KENNETT SQUARE, PA.****Thoroughly Matured Seedlings****JAPAN PEAR****MYROBOLAN**

Apple now sold out except No. 3 grade.

Despite our large supply of apple seedlings, we are now  
sold out. Discriminating buyers bought early and heavily.  
Some of them also ordered their next year's supply, so  
they would be sure to get our thoroughly matured, well  
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that our seedlings are grown on clean, new soil, never  
before in nursery stock, that we have moisture under con-  
trol, and crisp, dry fall weather to mature our stock, you  
can understand why our seedlings excel.**WASHINGTON NURSERY COMPANY****TOPPENISH, WASH.**

(In the famous Yakima Valley)

**EVERGREENS****ROSES**Biotas, Aurea Nana, Texana Glauca,  
Baker's, Chinese  
Cedars, Junipers, Cypress  
Shade Trees, Shrubs, Roses

Send for Wholesale Price List.

**BAKER BROS. CO., Ft. Worth, Texas****W. T. HOOD & CO.****OLD DOMINION NURSERIES****RICHMOND :: VIRGINIA**We offer the following HIGH GRADE stock for Fall 1922  
and Spring 1923:**Standard Pear** 1 and 2 year—extra fine.**Apple 2 Year** 11/16th and up.

(Delicious Staymans and Wine Sap)

**Peach** good selection of varieties.**Cherry** 1 year, Sours and Sweets—very fine.**Amoor River Privet** (South) 1 and 2 year, 18/24, 21/30  
and ¾ ft., very fine.**California Privet** one year, 12/18, 18/24 and 2/3 ft.  
Send us your list for quotations.**FOREST TREE SEEDLINGS AND SHRUBS**We are growing and offer for sale fall 1922, and spring  
1923 Forest Tree Seedlings and Shrubs, and Lining out  
stock, such as Bethula Nigra, Catalpa Speciosa, Cornus  
Florida, Elm, Poplar, Locust, Walnut.SHRUBS, such as Altheas in varieties, Barberry  
Thunbergii seedlings, Calycan thus, Deutzias, Loniceras,  
California Privet, Amoor River North Privet, Amoor  
River South Privet, Spirea Van Houttii. Write for quo-  
tations.**FOREST NURSERY COMPANY**

Boyd Brothers,

**McMINNVILLE, TENN.**

## BOOK REVIEW

## CYCLOPEDIA OF HARDY FRUITS

*By U. P. Hedrick*

U. P. Hedrick, Vice Director and Horticulturist of the New York Agricultural Experiment Station has done for Hardy Fruits, what Prof. Bailey did for Horticulture when he compiled and edited the Standard Cyclopedia of Horticulture.

The Cyclopedia of Hardy Fruits by U. P. Hedrick just published by the Macmillan Company, New York, is a real satisfying work. How many times during the year do the nurserymen and others having to do with fruits, try to identify a specimen and after much time given to searching obsolete authorities on the subject, give up in despair and long for a work that is complete and up-to-date.

Mr. Hedrick's Cyclopedia of Hardy Fruits fills this need completely. Although dealing with so many items, 104 species and over 1200 varieties, all of which are now under cultivation in the orchards and nurseries of North America it is arranged so conveniently as to give easy reference.

The book consists of 8 parts, treating the different fruits in their respective groups, giving the botany and showing the origin whence the varieties sprung.

The varieties are then arranged in alphabetical order.

The apples, pears and peaches are illustrated by cross section of the different fruits and described in detail in a most uniform and thorough manner.

Other fruits by outline drawing and cuts that are very illustrative of their characteristics.

Miscellaneous Fruits such as Persimmons, Mulberries, Pawpaws, etc., received attention. We almost wish nuts had been included.

We hope the author will receive enough financial encouragement from the sales of the present work to insure a supplement being issued at intervals, to record new varieties under the same analysis and description, to keep this invaluable work from becoming obsolete.

The book is a credit to the publishers, the colored plates being especially well done.

Price \$6.00 published by The Macmillan Company, 64-66 Fifth Avenue, New York.

## PROMISING NEW FRUITS

*At the New York Agricultural Experiment Station,  
Geneva, N. Y.*

Improved varieties of fruit which really are superior in some way to standard sorts are not nearly so prevalent as the claims of the fruit catalogs would seem to indicate. This is strikingly demonstrated by the small number of new fruits recommended by horticulturists at the New York Agricultural Experiment Station at Geneva out of the immense number tested by them as deserving a trial by the fruit grower. For a number of years many different varieties of trees and small fruits have been grown on the Station grounds, together with innumerable seedlings and crosses of standard varieties in the hope of developing new and better fruits. Only a very few of these have survived the rigid selection to

which they are subjected; but these few in the opinion of the Station experts, are so superior in one way or another to existing varieties that they are well worth an extended trial. In fact, some of these new fruits are already looked upon with favor by many large fruit growers.

Of the new apples especially recommended, Cortland is regarded as by far the most promising, due to its close resemblance to the McIntosh and to the fact that it materially extends the season of this excellent type of apple. The Golden Delicious and Tioga are also regarded as promising new apples. Other tree fruits deserving the attention of the fruit grower include the Cayuga pear; the Wilma peach; the Imperial Epineuse, Agen, Formosa, Drap d'Or, Oullins, and Pacific plums; and the Chase sour cherry and the Ida sweet cherry.

Among the small fruits, the Donboro red raspberry is most highly recommended because of its marked resistance to the mosaic disease which has forced so many growers out of business. The June and Ontario red raspberries; the Poorman gooseberry; and the Portland, Brockton, and Ripley white grapes, and the Canadigua and Sheridan black grapes are all most promising sorts for both the amateur and the commercial grower.

## UNITED STATES DEPARTMENT OF AGRICULTURE

## OFFICE OF THE SECRETARY

## FEDERAL HORTICULTURAL BOARD

AMENDMENT NO. 1 TO REGULATIONS SUPPLEMENTAL  
TO NOTICE OF QUARANTINE NO. 37 (REVISED)

Under authority conferred by the plant quarantine act of August 20, 1912, (37 Stat., 315), it is ordered that Regulation 7 of the rules and regulations supplemental to Notice of Quarantine No. 37, governing the importation of nursery stock and other plants and seeds into the United States, effective August 1, 1921, be, and the same is hereby, amended to read as follows.

Regulation 7. Conditions of entry: Inspection, certification, and marking; freedom from sand, soil, or earth, and approval of packing material.

The importation of nursery stock and other plants and seeds from countries which maintain inspection will not be allowed unless the invoice is accompanied by an original certificate and unless each container bears a copy certificate, issued by a duly authorized official of the country from which it is exported stating that the nursery stock and other plants and seeds covered by the certificate have been thoroughly inspected by him or under his direction at the time of packing, and found, or believed to be, free from injurious plant diseases and insect pests.

All nursery stock and other plants and seeds offered for import must be free from sand, soil, or earth, and all plant roots, rhizomes, tubers, etc., must be freed by washing or other means from such sand, soil, or earth, and must be so certified by the duly authorized inspector of the country of origin: Provided, That sand, soil, or earth may be employed for the packing of bulbs and corns when such sand, soil, or earth has been sterilized or otherwise safeguarded in accordance with the methods prescribed by the Federal Horticultural Board and is so certified by the duly authorized inspector of the country of origin. The use of such sand, soil, or earth as packing for plants other than bulbs and corns is not authorized.

All packing materials employed in connection with importations of nursery stock and other plants and seeds are subject to approval as to such use by the Federal Horticultural Board. Such packing material must not previously have been used as packing or otherwise in connection with living plants and except as provided in the preceding paragraph for bulbs and corns must be free from sand, soil, or earth, and must be certified as meeting these conditions by the duly authorized inspector of the country of origin.

Nursery stock and other plants and seeds from countries which do not maintain inspection shall not be delivered to the



For December or February Shipment From France We Offer

## FRENCH FRUIT and ROSE STOCKS

in a full assortment of sizes

Pears, Apples, Mahaleb, Mazzard, Myrobolan, Quince, Manetti, Multiflora, etc.

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whom we have represented as sole U. S. Agents for 20 years—which insures best grading, packing and shipping service. Well ripened stocks. Write for prices, specifically stating your requirements.

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Sodium Cyanide in egg shape, each egg weighs as near one ounce as possible. Destroys scale insects on Fruit Trees, Nursery Stock, Plants under glass and in Greenhouses.

Manufactured in U. S. A. by

**The Roessler & Hasslacher Chemical Co.**  
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### Vincennes Nurseries

W. C. Reed & Son, Prop., Vincennes, Ind.

OFFER FOR FALL 1922 SPRING 1923

Cherry, 2 Year, all sold  
Cherry, One Year, 11/16 up  
Cherry, One Year, 9/16 to 11-16  
Cherry, One Year, 7/16 to 9/16  
Cherry, One Year, 2 to 3 feet  
Keiffer Pear, 2 Year, all grades  
Peach, One Year, Leading Varieties  
Plum on Plum, 2 Year, European and Burbank  
Hansen Hybrids, 2 year, on American Roots  
Plum and Apricots, One Year, on Peach  
Gooseberry, One and Two Year  
Our Blocks of One Year Cherry are largest in the U. S.  
Grown on New Land. Buy Early and be assured of a supply.

### BERBERRY SEEDLINGS

Our present crop is the best ever, both as to quantity and quality; also a nice lot of Ibota Privet and Ampelopsis Veitchii Seedlings.

*We are now in a position to quote prices that we know will interest you and make you money.*

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FRESH, HIGH-GRADE STOCK

WRITE TO

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FRUIT TREES—Pear, Plum, Peach, Apple and Cherry.  
SMALL FRUIT—Raspberry, Blackberry and Currants.  
FINE LOT OF GRAPES—Concord, Agawam, Salem, Wyoming Red, Brighton, Worden, Niagara and Delaware 1 year No. 1, and some varieties 2 year No. 1.  
SILVER MAPLE—Sizes 1 to 4 in.  
NORWAY MAPLE—Sizes 1½ to 4 in.  
CUT LEAF BIRCH, EUROPEAN SYCAMORE  
Fair Assortment of Shrubs, Spirea, Hydrangea, Etc.

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Is our date to begin filling strawberry orders for fall deliveries.

Will ship to you or direct to your customers under your own tags.

Remember that we are also headquarters for Lucretia Dewberry plants.

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**V. R. ALLEN, - Seaford, Delaware**

## LABELS FOR NURSERYMEN THE BENJAMIN CHASE CO. DERRY N. H.

importer or consignee until they have been examined by an inspector of the Department of Agriculture and found to be free from plant diseases and insect pests, or, if infested, capable in the judgment of the inspector of being adequately safeguarded by disinfection. All importations under this paragraph must also comply with the disinfection requirement of Regulation 9. Nursery stock and other plants and seeds inspected as provided herein which are found to be carrying any plant disease or insect pest, and which in the judgment of the inspector can not be cleaned by disinfection or treatment, shall be refused entry. All charges incident to inspection and disinfection, other than the services of the inspector, shall be paid by the importer.

If a package of nursery stock and other plants and seeds offered for entry includes any prohibited article, or if any of the plants have not been freed from earth, the entire package may be refused entry.

Each case, box, or other container or covering of nursery stock and other plants and seeds offered for entry shall be plainly and correctly marked to show the number of the permit, the general nature and quantity of the contents, the district or locality and country where grown, the name and address of the exporter, and the name and address of the consignee.

Done at Washington this 13th day of October, 1922.

Witness my hand and the seal of the United States Department of Agriculture.

HENRY C. WALLACE,  
Secretary of Agriculture

"A Chief's amang ye takin notes" says in the Horticultural Trade Journal (British):

"I reason it out this way. The spending power of all classes in this country is at a low ebb. It is as much as we can hope to do to sell enough of the plants we are growing to keep up even a moderate pace of progress. but because of the American prohibition we are saddled with far too much Continental stock, the distribution of which reduces the output of our own productions. Thus,

### EVERBEARING STRAWBERRY PLANTS

If you need Everbearing strawberry plants to fill spring orders or if you wish to increase your planting in nurseries, we can supply you with genuine PROGRESSIVE Everbearing plants, guaranteed to be TRUE TO NAME and handled so as to reach you in best of growing condition. Write for prices.

We have been growing and breeding the Everbearing strawberries for the past eight years and have many new varieties growing in our experimental grounds that are not yet for sale. We invite a personal visit to our grounds during fruiting season, preferably during August or September. The latch string is always out.

THE GARDNER NURSERY CO., Drawer 103, Osage, Iowa.

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even apart from the advantage of sending some of our own stock to America we should be rid of a great deal of Continental stock that is at present being distributed instead of our own productions among our customers."

## Why Not! Place an Advertisement in Our Columns and Increase Your Business, as Others are Doing The National Nurseryman - - -

### STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC.

Required by the ACT OF CONGRESS OF AUGUST 24th, 1912

Of the NATIONAL NURSERYMAN, published monthly at Hatboro, Pa., for October 1, 1922.

State of Pennsylvania.

County of Philadelphia.

Before me, a Notary Public, in and for the State and county aforesaid, personally appeared Thomas B. Meehan, who, having been duly sworn according to law, deposes and says that he is the Business Manager of the NATIONAL NURSERYMAN, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation) etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24th, 1912, embodied in section 443, Postal Laws and Regulations, printed on the reverse side of this form: to wit:

1. That the names and addresses of the publisher, editor, managing editor and business managers are:

Publisher—THE NATIONAL NURSERYMAN PUBLISHING CO., INC., Hatboro, Pa.

Editor—ERNEST HEMMING, Easton, Maryland.

Managing Editor,—None.

Business Manager,—THOMAS B. MEEHAN, Dresher, Pa.

2. That the owners are:

James McHutchison, Jersey City, N. J.

Thomas B. Meehan, Dresher, Pa.

Penrose Robinson, Hatboro, Pa.

O. E. C. Robinson, Hatboro, Pa.

Albert F. Meehan, Dresher, Pa.

3. That the known bondholders, mortgagees and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are: NONE.

THOMAS B. MEEHAN, Business Manager.

Sworn to and subscribed before me this 4th day of October, 1922.

ELMER MILLER, Notary Public.

(My commission expires Mar. 11, 1925.)

## WANTED

**TRAVELING SALESMAN** for Nursery Stock. Must be capable and experienced; single man preferred. Also familiar somewhat with office work in that line, estimating etc. Liberal terms; reference required.

Address N. S., Care National Nurseryman.

## TRAVELING SALESMAN WANTED

We are looking for a salesman to represent us among the wholesale Nursery trade to cover a large territory, one familiar with Evergreens and having experience as a salesman calling on the wholesale Nursery trade preferred. All replies confidential. This is a splendid opportunity for anyone who can qualify for this position.

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28 Acres in Perennials

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Berry Plants, California Privet, Peach Pits, etc.

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We Are Large Growers of Fruit and Nut Trees, Ornamentals and ROSES. Give Us a Trial. We Know the Quality of Our Stock Will Please You.

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Successor to Foster-Cooke Co.

Grower of Grape Vines, Currants and Gooseberries, in both 2 yr. No. 1 and 1 yr. No. 1. Have a surplus of the leading varieties in 1 yr. No. 1 and can furnish 2 yr. No. 1 in most of them.

Write for quotations before placing your order. you will find any prices right also grade. Can make early or late shipments.

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INCORPORATED 1902

The only Trade Journal devoted exclusively to the interests of growers and dealers in nursery stock. Edited by a practical nurseryman, Ernest Hemming, Flourtown, Pennsylvania, to whom all correspondence pertaining to the Editorial Department, should be addressed.

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now for fall planting, 1923*

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Pomona, N. C.

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Inspect Our Stock.

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Our list quotes lowest prices.

Strawberries	Grape Vines	Asparagus
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Hardy Shrubs of all kinds

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This is The British Trade Paper being read weekly by  
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Ornamental Trees, Shrubs, Vines, Woody and Herbaceous  
Plants of the Blue Ridge Mountains, including: *Kalmias*,  
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Approximately 500 species

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Correspondence from large planters solicited.  
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Sturdy, choice stock that can be  
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This New England soil and cli-  
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Special trade prices. By the thous-  
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Trees and Shrubs also.

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Sent in by .....

APPLE TREES—2 Year Budded				
	¾ In. 11/16 In.	¾ In. 9/16 In.		
Paragon (M. B. Twig)	4000	2000	900	400
Stayman's Winesap	1500	500		
Williams E. Red	1500	500		

APPLE TREES—1 Year Budded and Grafts					
	1 to 6 Ft. 5/8 and up	4 to 5 Ft. 9/16-5/8	3½ to 5 Ft. ½-9/16	3 to 4 Ft. 7/16-½	2 to 3 Ft. ¾-7/16
Redwin	500	2000	2000	300	200
Jon Davis	500	1000	1000	300	200
Delicious	2000	4000	2000	700	300
Gano	500	1000	1000	300	200
Grimes Golden	1000	7000	6000	3000	1000
Jonathan	1000	3000	2000	700	300
Lowland					
Raspberry	100	500	300	100	100
McIntosh	1000	4000	500	300	200
Maiden Blush	100	500	300	100	100
Northwestern					
Greening	100	500	300	100	100
Oldenburg					
(Duchess)	...	3000	2000	700	300
Paragon					
(M. B. Twig)	2000	4000	1000	700	300
Rome Beauty	6000	4000	1000	800	200
Stayman's					
Winesap	7000	7000	4000	1200	800
Wealthy	100	3000	2000	1200	800
Williams E. Red	500	3000	1000	300	200
Winesap	1000	3000	1000	700	300
Winter Banana	200	400	100	50	50
Yellow					
Transparent	8000	7000	3000	2000	1000
York Imperial	2000	4000	2000	1500	500

PEACH TREES—One Year Budded						
	¾ In. 6 to 7 ft.	9/16 In. 5 to 6 ft.	½ In. 4 to 5 ft.	7/16 In. 3 to 4 ft.	5/16 In. 2 to 3 ft.	1 to 2 ft.
Belle of Georgia	18000	24000	22000	20000	12000	8000
Brackett	1000	4000	2000	1000	500	500
Carman	...	...	4000	4000	3000	2000
Champion	...	...	1000	1000	1000	...
Elberta	8000	12000	16000	18000	20000	22000
Hiley	...	6000	12000	14000	18000	20000
J. H. Hale	...	500	500	500	...	...
Krummels	1000	6000	3000	1000	1000	...
Late Crawford	...	1000	1000	1000	...	...
Ray	...	1000	1000	500	...	...
Salway	...	1000	500	500	...	...

PLUM—1 Yr. Budded on Plum Roots	
500 Abundance	
500 Burbank	
500 Bradshaw	
500 German Prune	
500 Lombard	
200 Imperial Gage	
500 Red June	
200 Reine Claude	
500 Shropshire Damson	
200 Shippers Pride	
200 Yellow Egg	

#### SWEET CHERRY TREES—

1 Yr. Budded	
5000 Black Tartarian	
2000 Bing	
4000 Gov. Wood	
2000 Lambert	
2000 Napoleon	
2000 Schmidt's Big	
1000 Windsor	
3000 Yellow Spanish	

#### SOUR CHERRY TREES—I Yr. Budded

1000 Dyehouse	
1000 English Morrella	
3000 Early Richmond	
1000 May Duke	
6000 Montmorency	

#### PEAR TREES—1 Yr. Budded on

French Roots	
3000 Bartlett	
2000 Clapp's Favorite	
3000 Duchess	
500 Flemish	
2000 Seckel	
500 Lawrence	
500 Warden-Seckel	
1000 Beurre-Bosc	

KIEFFER PEAR TREES—3 Yr. Budded			
	6-7 ft.	5-7 ft.	5-6 ft. 4-6 ft.
	1 in. up ¾-1	11/16	5/8
Kieffer	5000	8000	7000 3000

KIEFFER PEAR TREES—1 Yr. Budded			
	5-7 ft.	5-6 ft. 4-5 ft. 3-4 ft.	
	11/16 5/8-11/16 ½-5/8	7/16-½	
Kieffer	8000	12000	5000 3000

QUINCE TREES—I Yr. Budded	
4000 Champion	
2000 Orange	

#### GRAPE VINES—2 Yr. No. 1

20000 Concord	
1000 Delaware	
5000 Moore's Ely	
30000 Niagara	
2 Year No. 2—Same varieties	
1 Year No. 2—Same varieties	

#### BLACKBERRIES

6000 Blower	
10000 Early Harvest	
8000 Eldorado	
2000 Iceberg	
4000 Lawton	
6000 Mersereau	

#### RASPBERRIES

5000 Ranere (St. Regis) (Red)	
2000 London (Red)	

#### Boxwood-B sempervirens

12 to 18 in.	24 to 30 in.
18 to 24 "	30 to 36 "

#### California Privet

12 to 18 in.	2 to 3 ft.
18 to 24 "	

#### EVERGREENS

Arborvitae, American	6 to 7 ft.	8 to 10 ft.
	7 to 8 "	10 to 12 "
Arborvitae, Chinese	5 to 6 ft.	7 to 8 ft.
	6 to 7 "	8 to 10 "
Cedar, Blue Virginia	7 to 8 ft.	
Cedar, Red	7 to 8 ft.	10 to 12 ft.
	8 to 10 "	
Retinaspora, Golden Pea Fruited	7 to 8 ft.	8 to 10 ft.
Retinaspora, Japanese Pea Fruited	6 to 7 ft.	8 to 10 ft.
	7 to 8 "	
Retinaspora, Japanese Plume-like	5 to 6 ft.	7 to 8 ft.
	6 to 7 "	
Fir, Cephalonian	5 to 6 ft.	7 to 8 ft.
	6 to 7 "	8 to 10 "
Hemlock, Canadian	3 to 4 ft.	6 to 7 ft.
	4 to 5 "	7 to 8 "
	5 to 6 "	8 to 10 "
Juniper, Schott's	7 to 8 ft.	
Pine, Austrian	4 to 5 ft.	6 to 7 ft.
	5 to 6 "	
Pine, Scotch	4 to 5 ft.	6 to 7 ft.
	5 to 6 "	
Pine, White	4 to 5 ft.	6 to 7 ft.
	5 to 6 "	
Retinaspora, Veitch's Japanese	7 to 8 ft.	8 to 10 ft.
Spruce, Douglas	3 to 4 ft.	5 to 6 ft.
	4 to 5 "	
Spruce, Norway	2 to 3 ft.	8 to 10 "
	3 to 4 "	10 to 12 "
	4 to 5 "	
	5 to 6 "	
	6 to 7 "	
	7 to 8 "	
Spruce, Oriental	4 to 5 "	6 to 7 ft.
	5 to 6 "	7 to 8 "
	6 to 7 "	

#### FLOWERING SHRUBS

All Shrubs, extra heavy clumps	
Coral Berry	
Carolina Allspice	
Deutzia, Double White	
Deutzia, Pride of Rochester	
Golden Bell (assorted)	
Mock Orange, Common	
Spirea Van Houttei	
Sweet Scented Shrub	



#### SHADE TREES

Elm, American	6 to 7 ft.
	7 to 8 "
	8 to 10 "
	10 to 12 "
	12 to 14 "
Linden, American	14 to 16 ft.
Linden, European	6 to 7 ft.
	7 to 8 "

#### Locust Honey

10 to 12 ft.	12 to 14 ft.
--------------	--------------

#### Maple, Ash-leaf

6 to 7 ft.	8 to 10 ft.
7 to 8 "	10 to 12 "

#### Oak, Pin

5 to 6 ft.	7 to 8 ft.
6 to 7 "	8 to 10 "
	10 to 12 "

#### Plane, Oriental

8 to 10 ft.	1¼ in.
10 to 12 "	1½ "
12 to 14 "	1¾ "
14 to 16 "	2 "
	2½ "
	3 "
	4 "

#### Poplar, Carolina

6 to 7 ft.	7 to 8 ft.
	8 to 10 ft.

#### Poplar, Lombardy

7 to 8 ft.	12 to 14 ft.
8 to 10 "	14 to 16 "
10 to 12 "	

#### Maple, Norway

12 to 14 ft.	1¾-2 in.
14 to 16 "	2 -2½ "
	2½-3 "
	3 -3½ "
	3½-4 "
	4 in.

#### Maple, Silver

6 to 7 ft.	10 to 12 ft.
7 to 8 "	12 to 14 "
8 to 10 "	14 to 16 "

#### Poplar, Tulip

10 to 12 ft.	12 to 14 ft.
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#### Walnut, Black

5 to 6 ft.	6 to 7 ft.
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# HARRISONS' NURSERIES

J. G. HARRISON & SONS, Proprietors

Berlin,

Maryland



# THE NATIONAL NURSERYMAN



DECEMBER 1922

Published Monthly at Hatboro, Penna., U. S. A., in behalf of the Trade Interests of Nurserymen, Seedsmen and Plant Growers in General

## THE MONROE NURSERY

Established 1847.

Offers a Fine Stock of  
**SPECIMEN EVERGREENS,  
FRUIT AND ORNAMENTAL  
TREES AND SHRUBS**

Will be pleased to quote on your list of wants

### I. E. Ilgenfritz' Sons Co.

Monroe, Mich.

Manufacturers of The I. E. Ilgenfritz' Sons Co.'s Celebrated  
Graft and Stock Planter and Firmer

## Buntings' Nurseries

G. E. Bunting & Sons, Proprietors

SELBYVILLE : : DELAWARE

Offer for Delivery

Fall 1922 or Spring 1923

1-Year Grape Vines

Peach Trees—1-Yr. Budded & June Buds

2-Year Apple Trees

2-Year Asparagus Roots

Strawberry Plants

FLOWERING SHRUBS

California Privet Hedge

Correspondence Solicited

## Mount Arbor Nurseries,

E. S. WELCH, Pres.

SHENANDOAH, IOWA.

### OUR SPECIALTY

A Complete Assortment of General Nursery  
Stock

WE DESIRE TO CALL SPECIAL ATTEN-  
TION TO THE FOLLOWING:

Apple and Japan Pear Seedlings  
(American Grown)

French Fruit Tree Stocks

Pear, Standard and Dwarf, two years

Elm, American White, car lots

PRIVET, AMOOR RIVER, NORTH, TWO  
YEARS.

Spirea Van Houtte, choice stock

Roses, Climbing, H. P. and H. T.

We have put in 15 acres of overhead irrigation system  
for the better production of Shrubs, Roses, Perennials  
and Evergreens.

We are always pleased to quote  
prices and to answer inquiries.

### YOUR PROFITS

FOR SPRING

### DEPEND ON WHAT?

On having the stock your customers want when they  
want it! That's the whole story.

Be prepared. Stock is scarce and selling fast. Likely you  
could not get what you wanted last spring. Don't lose out  
again.

Order today. Our line is complete, and you should con-  
sider your spring wants carefully while you can get the items  
you will need.

### PRICES ARE ADVANCING

Be sure of the lowest Market price, of **SERVICE** plus  
**QUALITY**, of having the stock you will need, and ultimately  
the utmost in profits, by giving us your order NOW.



Every good business man carries insurance.  
Preparedness is Insurance

C. R. BURR & COMPANY

General Nurserymen

MANCHESTER.

CONN.

If you do not get our wholesale list, ask for it.  
We do not sell at wholesale to retail buyers.

THE  
PREFERRED  
STOCK

THE  
PREFERRED  
STOCK

In the interest of

# REAL SERVICE

we plan, as usual, to issue frequent Bulletins of unsold stock through the winter and spring. We feel our value in the Nursery Trade is increased through these publications as often as important changes in supply occur. By watching them our friends may keep informed of a source from which they may be reasonably certain to obtain needed stock.

## REAL SERVICE

also means

1. Quick Replies to letters and telegrams.
2. Clean Stock—properly graded and packed.
3. Prompt shipment of orders when requested.

Would you like to receive our Bulletins?  
Are you on our Mailing List?

### Jackson & Perkins Company

*Rose Growers and Nurserymen*

Wholesale Only

NEWARK : NEW YORK STATE

THE  
PREFERRED  
STOCK

THE  
PREFERRED  
STOCK

## TO THE TRADE ONLY

We offer for delivery fall 1922 or spring 1923 a large and well assorted block of Fruit trees comprised of

Apple

Pear

Cherry

Peach

Apricot

Nectarine

Plum

Prune

and a particularly fine lot of Gooseberry and Currant in both one and two year olds.

Roses and Ornamentals

*Headquarters for Nursery Supplies*

Portland Wholesale Nursery Co.  
971 Sandy Boulevard Portland, Oregon

We grow young evergreens in large quantities and every tree we sell is raised from seeds in our own nurseries.

If you are in need of lining out stock why not write for our wholesale trade list before placing your order. Our prices are low because we specialize in young stock.

COLLECTORS OF TREE SEEDS

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THE

### North-Eastern Forestry Co.

CHESHIRE

...Connecticut...

## A Complete Assortment of NURSERY STOCK

Apple, Peach, Pear, Plum  
Cherry and Quince  
Small Fruits  
Ornamental Trees Shrubs  
Evergreens  
Paeonies Perennials  
Roses

W. & T. SMITH COMPANY  
Geneva, N. Y.

77 Years

1000 Acres

Write for special prices



# **PAINESVILLE NURSERIES**



## **THE STORRS & HARRISON CO.**

NURSEYMEN --- FLORISTS --- SEEDSMEN

ESTABLISHED  
1854

**PAINESVILLE, OHIO.**

1200 ACRES  
45 GREENHOUSES

Subscribers to "Nurserymen's Fund for Market Development."

When writing to Advertisers please mention the National Nurseryman.

## TREES SHRUBS EVERGREENS



*Some of Our Specialties:*



Red and Pin Oak, 1¼ to 2¼ in. cal.  
Sugar Maple, 1¼ to 2 in. cal.  
Hydrangea A. G.  
Hydrangea P. G.  
Viburnum Plicatum  
Retinispora Plumosa Aurea, 2 ft. to 3½ ft.  
Pyramidal and  
American Arbor Vitae, 2½ to 5 ft.

WRITE FOR PRICES

*Catalogue Ready in September*

**THOMAS B. MEEHAN CO.**

WHOLESALE NURSEYMEN

DRESHER :: PENNA.

## "Where to get the Tree"

"The Nurserymen are urging everybody to 'Plan to Plant Another Tree' and yet there are a lot of people who don't know where to get the tree."

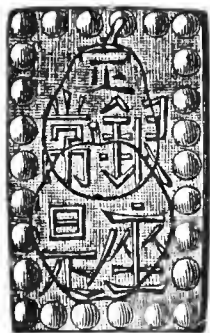
—"The Florists' Review," October 19.

- ¶ Plan to get orders! Good educational publicity helps people plan what to plant; good catalogues help people plan where to buy. Creating a desire to plant something and getting orders for it are two different things. A man may "plan to plant" without planning to buy your trees.
- ¶ You have trees to sell, but do those who "plan to plant" know about them? Assuming that they get your catalogue, will they find its offers such as to make them want to send you the order? Of course your catalogue must tell what you have to sell, but it must also tell why your trees are good ones to plant.
- ¶ We make catalogues for Nurserymen. We offer equipment for fine printing; and we offer also years of experience in selling trees and in building catalogues and folders that touched the high-water mark in plan and appearance and in order-getting results.
- ¶ That equipment and experience in your line are at your service.
- ¶ Write us about your new catalogue.

**THE DuBOIS PRESS**

*Horticultural Color Printers*

ROCHESTER, NEW YORK



COVER  
YOUR  
REQUIREMENTS  
EARLY

*Complete Grade Counts will be available soon.*

*Glad to quote on your List of Wants.*

*Shipments can be made now or in Spring to suit your convenience.*

THE HUNTSVILLE WHOLESALE NURSERIES, INC.,  
HUNTSVILLE, ALA.

1872—1922

A General  
Variety of  
Nursery Stock



35,000 Norway Maple and American Elm,  
also Montmorency and Early Richmond  
Cherry, 1 year, in car lots or less.



**C. M. Hobbs & Sons**  
BRIDGEPORT - - Indiana

# The National Nurseryman.

FOR GROWERS AND DEALERS IN NURSERY STOCK

The National Nurseryman Publishing Co., Incorporated

Vol. XXX.

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No. 12

## Developement of the Nursery Trade

*By X*

The progress and expansion of the Nursery Trade is the one all absorbing subject of thought and action of those in the trade at the present time. Most of us realize the trade as a trade is only in an embryo state and the lines along which it will develop are somewhat obscure.

Market Developement, National, State and District Associations as well as individual firms are all interested and striving to bring it about, each according to the ideas they think will bring the best results.

Because an allied industry adopted a happy "Slogan" many think a similar one would do wonders for the Nursery business, but progress and expansion depend on more than slogans, they depend as much as anything upon proper channels of distribution.

If we analyze the trade as a whole and at the same time give consideration to the nature of nursery products, not forgetting they are perishable, not a finished product, that their value to the customer is largely potential, we can not help but come to the conclusion that the greatest expansion and progress will come through the development of the Retail Nursery Trade, which can supply service along with the goods.

The first essential for a retail business is:

A geographical location in or near a populated district, where the goods may be seen and the highest quality of service rendered in getting them successfully established on the consumers' grounds. This service is perhaps as vital as high quality plants to progress and expansion of the trade.

Assuming the above, developement will be along the lines of many small nurseries located in suburbs, florists and jobbing gardeners and such channels that can give service. A nursery can not serve a large area in competition, except as a large unit with many branches.

It is a costly error for retail distributors not manufacturers. Their grounds should be for display, not to show quality but artistry in arrangement. In other words, appealing to and encouraging the customer to buy should be the keynote.

Propagation of plants requiring time before they become marketable should be avoided for the following reasons:

**FIRST:** If a nursery is properly located as a selling organization costs of growing will be prohibitive. Due to high land values, high labor costs and the general loss in efficiency that comes in attempting to do two radically different things with one organization, Sales and Service should dominate a retail merchandising business.

**SECOND:** Some plants can not be successfully and cheaply propagated and grown when young in uncon-

genial soils and climates, that have immense value and hardiness when mature. The results of a nurseryman's trying to raise them under the wrong conditions makes them prohibitive in cost to the consumer or a loss to the nurseryman. The result will be a limited variety, to choose from and the substitution of less worthy plants.

One can not over emphasize the importance of using the right plant in the right place. It is true since the war, stocks were depleted and propagation halted, but production will catch up and the buyer will be more discriminating.

The success of a retail business depends on quick turn over so that a retail nursery business should aim to buy from the wholesaler who can grow good stock at the least cost and use his own grounds as a show window rather than a place to grow things.

The financial reasons are obvious, at the end of the year its profits will be in cash and the size will depend on the turn over. It will not be necessary to explain to wife a lack of money after a fine season's business, by saying profits are represented by a frozen inventory that cannot be liquidated.

The inventory of the nursery industry is perhaps its worst feature, it represents a big investment and yet apart from the land it occupies it is worthless, when it comes to borrowing money upon it. And the wise retailer of the future will let the grower hold the bag.

It is a curious thing that in the nursery trade the prevailing opinion seems to be that prices can be kept up and advanced artificially and at the same time business increased. There is hardly an industry in the United States to day, (Politicians to the contrary) that is able artificially to manipulate prices in defiance of natural economic laws.

It is ridiculous to think that our very loosely organized industry could do so if they tried. In the second place it is not to be desired.

Restricted production for the purpose of securing high prices from the consumer is economically unsound and is decidedly anti-expansion.

Nursery products must be popularized and brought within the reach of all.

Travelers in Europe are always struck by the lavish use of flowers and plants, the humblest cottage is generously planted. Such should be, in a way, the aim of the Nursery trade in America. To transform our new rawness to a thing of joyous beauty.

If this is adopted as the aim and policy it will be profitable to them, because it will mean volume, and volume is the keynote of American industry and progress.

To hark back again. Progress is always due to the more avid minds that quicker catch the possibilities of the future. It will be so in our business. Not by common consent will all our retailers adopt a common policy such as suggested, rather will one man in a locality outstrip his competitors by observance of sound economic laws, and by his success force others to follow his methods.

Present conditions in the nursery trade do not favor the distributor or retailer, because in so many instances the grower enters into direct competition with him, but this carries its own penalty or corrective because it makes growers out of those who should properly devote their energies to distribution.

### GARDENING A PROGRESSIVE PROFESSION

The bug-a-boo that the American youth cannot be interested in the profession of gardening, and, that it holds no attraction for him as a life work, has been exploded through the publicity given the new course in horticulture introduced by the Massachusetts Agricultural College in co-operation with the National Association of Gardeners.

Inquiries are being received by the college and the association from young men of moderate circumstances, as well as from some more fortunately blessed, from all parts of the country, desiring to learn what the future offers to those who will take up the vocation of gardening. They are seeking something that will occupy their time in the great outdoors and that will not confine them to the four walls of an office or the hub-bub of an industrial plant. As one expressed himself, "free from the consequences of radical agitators sowing discontent," to which the gardener is not now subjected, nor ever will be.

There has been some criticism from horticulturists that the course is not broad enough in its scope and that it will tend to limit students by confining their future efforts to country estates, which, it is claimed, do not offer sufficiently lucrative inducements. This is far from the fact, for the gardener, whether in that capacity or as a superintendent or manager, who has in addition to his salary a comfortable home provided and other requisites included such as his coal, light, and products of the place, has by far a better chance to practice thrift (an essential of today and it will be for some time to come) and save, than the average office worker has. And there are many in the medical, legal, and theological professions who are not so comfortably situated.

After the student has completed his training, there is nothing to restrict him as to which of the many branches of horticulture he may desire to pursue, commercial or otherwise. In addition to the private estates, the field is open to him for specializing in public park development, landscape gardening on an extensive scale, or in catering to the owners of small country and suburban home grounds, as the increasing suburban population opens up new opportunities. And there still remains the broader field of commercial horticulture which he may choose to enter.

But twelve years ago, the convention of the gardeners'

association occupied only two hours time while those of recent years have been of two days' duration for the business sessions, and two days devoted to instruction and entertainment in visiting points of horticultural interest. By this one can realize what progress the profession is making. Today the proficient gardener is no longer regarded as but little more than a handy man, as was generally so only a few years ago in this country. He is being respected as a member of a profession that is bringing joy to the lives of mankind.

When such prominent men of affairs as J. Ogden Armour, Samuel Untermyer, W. R. Coe, R. T. Crane, Jr., Henry Hunnewell, owners of the most extensive country estates in America, have become so interested in the profession as to invite its members to their estates during their conventions and personally entertain them, it is surely coming into its own. And with such interest as is manifested towards it by such well known women as Mrs. Samuel Sloan, Mrs. Francis King, Mrs. Henry Hunnewell, Mrs. R. T. Crane Jr., Miss M. R. Case, among others, who are devoted to the future of American horticulture, it rests with the gardener to make more generally known in his respective community what his profession and his association is striving to accomplish. It aims to create a closer bondship among all engaged in and interested in gardening, to stimulate the advancement of American horticulture through civic planting and the beautifying of home grounds, whether extensive or moderate.

### MICHAELMAS DAISIES

According to the reports of the old country flower shows in the horticultural papers, The Michaelmas Daisies are quite a feature and come in for a great deal of attention.

They are very beautiful and so extremely decorative it is difficult to understand why they have not been exported by the florists of this country. It is true most nurseries growing hardy perennials, carry a few of the commoner native sorts and one occasionally meets with a named variety of European origin but they have never been exported and shown to the public in the same way other groups of plants have. Perhaps it is because the native perennial Asters or Michaelmas Daisies are the most common of all the native wild flowers of America and they are too closely associated with weeds in the American mind. Whatever the cause it would be overcome if the finer varieties could be shown to good advantage.

Given the same care and attention usually bestowed on the Dahlias and Chrysanthemums they would give equally satisfying results and win many admirers. Treated as hardy perennials and left to themselves they are apt to grow weedy, the best kinds dying out. But propagated annually in the same manner as chrysanthemums, the results are really surprising.

If we may expect the same solution in the perennial Asters as there has been in the annual asters and the Chrysanthemum they will feature largely in the gardens of the future. Both these fine groups of garden plants have evolved from very weedy looking single forms and



they did not have near the number of species upon which to work, nor equal vigor of constitution and adaptability.

The exquisite sprays of starry flowers in blues, lavenders, white and pink shades have decorative qualities that are unequalled for the florist and decorator.

Their popularity in this country is more likely to be brought about by the florist rather than the nurseryman, but the latter would make no mistake in growing them and helping them to become better known.

### THE GEORGIA NURSERY LAW

*Common sense comment on the Georgia Nursery Law by N. L. Willett, Augusta, Georgia, published in the "Augusta Chronicle." Mr. Willett is in the seed business and in close touch with the nursery trade, and knows the effect the 1921 Georgia Nursery Law nationalizing and licensing the nursery tree business will have upon it.*

All of us in the late war became tired to death of the licensing system and the nationalization of business. It put handicaps upon business. It prevented freedom of will. It introduced red-tape and autocratic chiefs and was entirely contrary to Democratic thought. Such a system should not be tolerated by free men in peace time. The average Georgia farmer, therefore, as a tree buyer will be astonished to know of this late Georgia law as passed—and astonished to know that while he can buy shoes, hats and drygoods anywhere in the United States he cannot trade in trees and shrubs outside of the state with an unlicensed man without having his goods confiscated here in Georgia. On the seller's side this law puts upon every nurseryman the onus of conducting his business by deceit, fraud and through the substitution of tree types.

#### *The Law.*

This law puts unnecessary costs and hardships upon the nurseryman outside of the state and at the same time it insults him. It compels every nurseryman to put up a thousand dollar bond, use costly tags and go through the forms of various red-tape methods, appoint expensive agents in the state, which agents, in turn, can be locally sued. If all states had a law similar to Georgia the whole nursery trade of the United States would quit business. Certainly a law that can not be universal is an iniquitous one.

#### *The Result.*

We have in Georgia no strictly wholesale nurserymen and no large cheap specialty growers. Our big southern wholesale growers are in Tennessee, Alabama and Florida. Every orchard man and large dealer who buys peach and apple trees must go out of the state and this applies to other trees, shrubbery as well as apples and peaches. I have numerous letters from the largest nurserymen in the United States and the biggest specialty growers and growers of lining out stock (all of which comes outside of Georgia) who say that they will stay out of Georgia. They say that this law is too onerous, drastic and expensive for them to operate under, and that, furthermore, they have all the business that they want outside of Georgia. It is the belief on the part of

Georgia nurserymen who have no option but to take out this license that the result will be that nursery stock will go up in price; and, indeed, there is no other alternative.

#### *A Big Dealer Says.*

Among my numerous letters from nurserymen I quote this one from the largest man in Tennessee who says: "This Georgia law is an insult to every decent nurseryman in business. It is diabolical. It is doubtful if we comply with such a law. We have a good wholesale trade in other states and can sell our stock outside of Georgia. The tree buyers in Georgia ought to know as to what a disastrous effect this law is going to have on them."

#### *Origin.*

It seems that one man in our legislature was stung by irresponsible promoters who promised to set out orchards and do sundry and divers things that on the very face of the paper was impossible and I learn that it was this man that engineered this bill. Now there is in all business unreliable sellers and at the same time there are unreliable buyers just as well. In all business there are wildcats, promoters and peddlers. It is probable that the world can't be purged of these people and they are with us to say, but no sensible man is compelled to trade with them. One, indeed, plays the baby act when he asks for a law that protects him from these people. It takes a peculiarly high-class man and a man of science and education to be a nurseryman. Because of this fact buyers of nursery stock are peculiarly and particularly protected. These men understand, in a fine way, the ethics of business and to pass war laws against these people is not only unnecessary, but a grave wrong and an injustice.

#### *Its Carrying Out.*

The carrying out of this new law in Georgia rests upon the Entomological Department. This department did not originate this bill. It came up in the legislature. The nursery trade in their conference with the legislative committee had no choice but to accept a compromise bill. They acquiesced under duress and compulsion. They had no choice. It to them was to accept the least of two evils. The legislative committee plainly told them that it was either to take this law or to accept a still more drastic one and a law, indeed, that would have killed the nursery business here in Georgia.

#### *Strange It Is.*

It is strange what bad laws legislatures will pass. It is strange how in peace times we go back to war methods. The farmer will soon find that this law for him is a boomerang. He will find that he cannot buy where he wants to and can't buy sometimes what he wants to and he will find all nursery stock for him, because of restricted supply and restricted sellers in number, is going to be higher. No farmer who buys trees or shrubs who keeps away from irresponsible peddlers and promoters and trades only with responsible tree growers will ever get defrauded. This Georgia nursery bill with its war-time handicaps, is a good one to repeal. Will the farmers of Georgia demand it?

### A NEW "STARK'S DELICIOUS" APPLE

The Stark Nurseries and Orchards Company, Louisiana, Missouri, does not intend the proprietary rights of their famous "Delicious" apple shall get away from them. According to the press a branch of a "Delicious" apple tree growing in the vicinity of Woodbury, N. J. sported, producing highly colored fruit, distinct from the type.

#### GETS \$5000 FOR LIMB OF TREE THAT PRODUCED NEW APPLE

Special to "The Record."

Woodbury, N. J., Oct. 28—A legal agreement of extraordinary character has been filed in the County Clerk's office, through which the limb of an apple tree will bring the owner \$5000, and possibly a small fortune later.

Lewis Mood, a thrifty farmer at Ferrell, a few miles below this city, has an orchard that has yielded an immense crop of the "Stark Delicious" apple, a standard variety. Mood noticed a limb on one of the trees that produced a deep red apple, while on the other limbs the fruit is of a light color. Special attention was paid this limb, and a nursery firm in Missouri was notified.

A representative of the firm came here, examined the limb and tree and reported to the firm, with the result that, according to the agreement, Mood is to receive \$5000 for the "tree limb, the scions, buds and cuttings," \$1000 of which sum is to be paid in cash. A royalty will follow, and the balance of the \$5000 is guaranteed. An engineer has taken the measurements of the tree, with the exact location, and the agreement covers many typewritten pages in legal language. This freak, according to nurserymen, was probably caused by a blossom blown from some other variety of apple which lodged on the limb, took root and yielded the new fruit.

It is not generally understood that new varieties are rarely produced by human agency, they seem to develop spontaneously under laws which are but imperfectly understood, but as in the present instance credit is due to the enterprise, skill and science of those who recognize an improved variation and plan to perpetuate it by artificial propagation so that it will not be lost humanity.

### OBTAINING THE OFFICIAL CATALOGUE OF STANDARDIZED PLANT NAMES

As all the work involved in the preparation of this catalogue has been done and the publication details are being carried through by unpaid workers—save for a minimum of necessary clerical labor—ordinary commercial relations do not apply.

Certain of the constituent organizations, including the American Association of Nurserymen, the Ornamental Growers' Association, the Society of American Florists and American Horticulturists have made annual appropriations for several years to cover the necessary clerical and assembling expenses. Two members of the Subcommittee have made guarantee subscriptions of large amount to assure the mechanical costs.

Under these conditions, and in view of the total absence of any profit-making feature, it is necessary to keep the publication mechanism as simple and inexpensive as possible. Bookkeeping cost is avoided by invariably requiring prepayment for copies of the catalogue.

The Official Catalogue is substantially bound in cloth, in a fashion suitable for desk or library use. For field

use, copies are provided in flexible binding, and those interested to make critical and corrective notes may obtain interleaved copies.

———Copies Standard Edition at \$5.00.....\$———  
 ———Copies Flexibly Bound Edition at \$6.50, \$———  
 ———Copies Interleaved Edition at \$6.50....\$———

### THE OFFICIAL CATALOG OF STANDARDIZED PLANT NAMES

The work on the Official Catalog of Standardized Plant Names is progressing now quite rapidly and copy is being sent in to the printer continually. Proof-sheets are out and will soon be down to the letter "L."

Many subscribers wonder why they do not receive their copy, but no one who hasn't been on the job will realize the enormous amount of work involved in cross indexing over and over again as names are changed or canceled.

When it does come out sometime this winter, however, I am sure that every subscriber will feel that the waiting was well worth while on account of the far greater accuracy in the Catalog.

HARLAN P. KELSEY,  
*Secretary.*

### MICHIGAN NURSERYMEN GETTING TOGETHER

The meeting of the Michigan Association of Nurserymen will be held on December 7th and 8th at the Pantlind Hotel, Grand Rapids, Michigan.

Business Sessions, December 7th—10 to 12 A. M.

Business Sessions, December 8th—2 to 4 P. M.

Business Sessions, December 8th—10 to 12 A. M.

Meeting place—Pantlind Hotel Committee Room.

All Michigan nurserymen are cordially invited to attend this meeting and join in forming an active state association.

B. J. MANAHAN, *President.*  
Michigan State Association of Nurserymen.

### CALIFORNIA PRIVET

Lester C. Lovett, one of the largest growers of California Privet in the United States, reports a very great shortage of two-year-old privet with quite an abundance of one-year-old stock.

Mr. Lovett is now shipping one and two earloads a day from his nursery at Milford, Delaware. He is greatly pleased with the quality his Milford nursery produces, which is recognized even by his competitors, as equal to any that can be raised anywhere.

In order to supply the growing demand Mr. Lovett has just had to buy another farm of two hundred and fifty acres, which gives a little over four hundred acres at Milford. But in addition to privet on the new property he intends going in assortments of deciduous shrubs and climbing roses.

# The National Nurseryman

Established 1893 by C. L. YATES. Incorporated 1902  
Published monthly by

THE NATIONAL NURSERYMAN PUBLISHING CO., Inc.  
Hatboro, Pa.

Editor .....ERNEST HEMMING, Easton, Md.

The leading trade journal issued for Growers and Dealers in  
Nursery Stocks of all kinds. It circulates throughout the  
United States, Canada and Europe.

AWARDED THE GRAND PRIZE AT PARIS EXPOSITION, 1900

## SUBSCRIPTION RATES

One Year in Advance .....\$1.50  
Foreign Subscriptions, in advance .....\$2.00  
Six Months .....\$1.00

Advertising rates will be sent upon application. Advertisements  
should reach this office by the 20th of the month previous to the  
date of issue.

Payment in advance required for foreign advertisements. Drafts  
on New York or postal orders, instead of checks, are requested by  
the Business Manager, Hatboro, Pa.

Correspondence from all points and articles of interest to nursery-  
men and horticulturists are cordially solicited.

Photographs and news notes of interest to nurserymen should be  
addressed, Editor, Easton, Md., and should be mailed to arrive  
not later than the 25th of the month.

Entered as second-class matter June 22, 1916, at the post office at  
Hatboro, Pennsylvania, under the Act of March 3, 1879.

Hatboro, Pa., December 1922

THE NATIONAL NURSERYMAN'S Another period or  
CHRISTMAS WISH TO THE TRADE year has come to  
a close.

While the trade has had its troubles and annoyances, and  
there are lots of things to grumble about, grumbling by  
the way is part of our nature, on the whole the past year  
has been a prosperous and progressive one, especially if  
we view it as a period coming out of the disruption caused  
by a world war.

It will be a positive benefit to us all if we forget the  
fears, and facts if you like, that inspires the "uplifters"  
and the minority who look for the worst, and usually find  
it, and be normal human beings, satisfied we are headed  
right, if each does his share to bring it about.

That each one will do so is the best Christmas wish the  
National Nurseryman can think up and which it sincerely  
tenders.

ENCOURAGEMENT From a very prominent nursery  
firm in the Middle West was  
received the following:

"We wish to extend to you our hearty thanks for the  
great service that you are doing for the nurserymen in  
maintaining this periodical. We look forward to its  
coming with pleasure and always feel that we get more  
than our money's worth out of it and, in addition to this,  
a lot of satisfaction."

It is needless to say such a compliment is appreciated;  
perhaps more than the writer of it had any idea of. Yes  
we get the other kind too. They are also welcome es-

pecially if they contain helpful or constructive criticism.

It is silence that tries the faith and calls out the courage  
to persist and members of the trade are a silent  
crowd when it comes to their own business.

They prefer action to talk and being thinly scattered  
over a large country, they do not think happenings on  
their own nursery are of enough importance to interest  
the public.

What an interesting paper we could publish if these  
widely scattered nurseries would send us a few notes  
about the stock they are growing or even local news  
bearing on the trade.

It is self-evident such contributions have an advertising  
value far in excess of the cost of effort.

We have hopes the Market Development Campaign  
now beginning to gather momentum will force the nurseryman  
to throw off his cloak of silence and tell his  
brothers through the medium of his trade papers of his  
hopes and fears, successes and failures, so his place of  
business will be put on the nursery map of the country.

HOW SOON? The Federal Horticultural Board has  
sent out a notice of public hearing to  
consider the advisability of restricting or prohibiting the  
importation of fruits and vegetables in the raw or un-  
manufactured state from all foreign countries and lo-  
calities on account of the Mediterranean and other fruit  
flies.

It begins to look as if the Board is bent upon bringing  
all business in connection with vegetable products to a  
standstill.

The question comes, how soon will it be before the  
public decides the remedy is worse than the disease?

## AS I SEE IT

BY M. T. NUTT

I recently saw a news note in a local paper reading  
as follows:

"Woodbury, New Jersey, October 28th.—An agree-  
ment has been filed in the county clerk's office, through  
which the limb of an apple tree will bring its owner  
\$5,000.00."

The item goes on to relate that one Lewis Mood has an  
orchard that has yielded a heavy crop of fruit. Mood  
noticed the limb on one of the trees which produced a  
deep red apple, while on the other limbs the fruit was  
of a light color. Mood took the matter up with a Mis-  
souri nurseryman who sent a representative to examine  
the limb of the tree which resulted in an agreement to  
pay \$5000 for the "tree limb." It seems that \$1000  
was paid in cash, while the balance is under guarantee  
to be paid in royalties.

This appears to be a very interesting piece of news;  
if true, establishing the value of a new fruit in its  
earliest stages.

I feel sure that the readers of the "National Nursery-  
man" would be interested in knowing more definitely  
from the "Missouri Nurseryman" as to the accuracy of  
this statement.

Another news item in a Washington paper relates the  
fact that Congress is still appropriating money for "Bug"

work. It appears however, that in this instance the money does not go to the Department of Agriculture. The sum is \$2500 and is for the purpose of "exterminating insects of the Capitol."

I have an idea that if the "common people" had their way they would gladly back up the appropriation for \$100,000 or more for the extermination of certain "Bugs" which are in the Capitol, such "Bugs" having only two legs and which are recognized as a thorough nuisance and a drawback to the progress of this country. There are far too many "Bugs" in the House.

We nurserymen who are feeling the result of the shortage of common labor in our nurseries, largely due to the foolishness of the present immigration laws, will more or less appreciate the following which appears on the back of a card sent us by the Runkles' Machinery Company of Trenton, N. J. How many of us have men in our employ who figure on this basis?

"Every Day Will Be Sunday By and By"

Figure it out for yourself

	Days
Each year has .....	365
If you sleep 8 hours it equals .....	122
This leaves .....	243
If you rest 8 hours a day .....	122
This leaves .....	121
There are 52 Sundays .....	52
This leaves .....	69
If you have a half-day on Saturdays .....	26
This leaves .....	43
If you have 1½ hours for lunch .....	28
This leaves .....	15
Two weeks' Vacation .....	14
Which leaves .....	1

And this being Labor Day, no one works.

SO YOU DON'T WORK AFTER ALL!

To the Editor of

"The National Nurseryman"

We take this opportunity to express our appreciation of the prompt and thorough manner in which our delinquent accounts have been handled by Secretary Sizemore, of the Collection Bureau of the American Nurserymen's Association.

For many years we tried to handle these accounts ourselves, through various attorneys, but we must confess with most indifferent success. Later, when the American Association started the Collection Bureau, in charge of Mr. Curtis Nye Smith, we turned some of our accounts over to him for collection, but the results were not satisfactory. Consequently, when Mr. Sizemore took over the Collection Bureau we hesitated about using it as we rather imagined that we would have no better results than under previous management.

However, some of our nursery friends told us that they were getting very fine results through the work of

Mr. Sizemore and we decided to place a few accounts with him for collection. We were very much gratified with the results and consequently, during the last year, we have placed all of these accounts in his hands and, without going through our files, we believe that he has made collection of everyone. Naturally, some of them have dragged a little because most of these accounts, when we turn them over to him, were "hard boiled." Some he collected almost immediately and others were collected within what we would call a very reasonable time, under the circumstances.

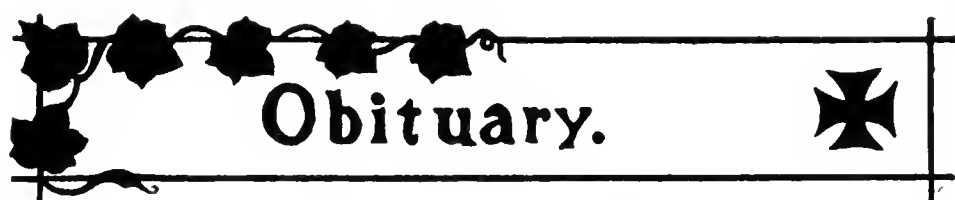
We are writing this, first, because we feel that we would like to, in this manner, express our appreciation to Mr. Sizemore for his thorough work and secondly, because we believe that the members of the American Association of Nurserymen should more largely use the Association Bureau for the collection of their accounts and thirdly, by this public expression of our opinion, it will show to nurserymen who are not members of the American Association, one of the great advantages of being a member.

This is only one of the great benefits to be derived by membership. Certain nurserymen have said to us that they did not belong to the Association because they did not have time to attend the convention, losing sight of the fact that actual attendance at the convention is but a very small part of the benefits to be derived. They overlook the fact that the secretary and officers of the Association are working twelve months in the year in the interest of the organization and its membership.

Very truly yours,

THOMAS B. MEEHAN CO.,

Dresher, Penna.



#### CHARLES J. CHISM

Charles J. Chism, for many years prominently identified with the nursery business in Monroe county, New York, died Wednesday, November 4, at his home, at 1190 Park avenue, Rochester. He leaves his wife, Mrs. Mary Chism; four sons, Arthur and Samuel Chism, of Los Angeles, Cal., and Carl and Charles Chism of Rochester; three daughters, Mrs. W. J. Butler and Miss Florence Chism, of Rochester, and Mrs. W. Briggs, of Los Angeles.

#### GEORGE A. HARRISON

George A. Harrison, of Berlin, Worcester County, Maryland, member of the firm of Harrisons' Nurseries, died at the Presbyterian Hospital, Philadelphia, Pa., on Saturday, November the eighteenth. Mr. Harrison had not been at his best for many months past, but bravely contended against a complication of physical disorders until the end came. His passing takes from the community and from the business interest in which he was concerned one, who was not only highly esteemed by all who knew him as a patriotic and loyal citizen, but one whose place will be hard to fill in the chosen occupa-



tion of his life. A large host of intimate friends, as well as business associates, keenly mourn their loss. Mr. Harrison was born at Roxana, Delaware, December 9, 1870, and was the second son of the late Joseph G. Harrison, the founder of the Harrisons' Nurseries. Mr. Harrison has, for more than thirty-five years, been associated with his brother, Senator Orlando Harrison, in the conduct of the business of the Harrisons' Nurseries, which is one of the largest, if not the largest, nursery interest in the United States. In addition to the local nursery business, Mr. Harrison was director and a stockholder in several other companies. He was a man who thoroughly loved his life work, and took an unusual pride in the condition of his orchards above the financial considerations. It is confidently affirmed that he had supervision of more tree growing than any other man living.

As a citizen his marked business and executive ability was recognized and honored by his fellow citizens in being their choice as a member of the city council several times, which position he filled with characteristic earnestness and individuality; and, also, as sheriff of Worcester county, in which capacity he unflinchingly was a strict enforcer of the law and order. Generally known as "Al" Harrison, he was popular with all who knew him; especially among the many men under his employ. Prompt, efficient, energetic, yet kind and considerate to all. Mr. Harrison was a member of the Stevenson Memorial Methodist Episcopal Church of Berlin, Md., with which he united under the pastorate of the Rev. W. Ernest Greenfield. Surviving Mr. Harrison, in the immediate family, are his wife, Mrs. Olivia H. Harrison; two daughters, Mrs. Lee W. Davis and Miss Eunice; two sons, Joseph G. and Burbage. One brother and two sisters survive him: Senator Orlando Harrison, Mrs. W. B. S. Powell, of Ocean City, Md., and Mrs. Achsah H. Purnell, of Berlin, Md.

#### THE PASSING OF AN OLD NURSERY SITE

For some time it has been known that negotiations were pending for the sale of the old Meehan nurseries at Germantown, Philadelphia. Today (November 4) the daily press announces that settlement has been made so we are at liberty to authentically chronicle the passing of the site—but not the name—of Thomas Meehan & Sons, to make way for building developments of a growing city.

If plants had the power of speech this announcement spreading over the horticulture world would evoke tender memories from an alumni scattered through many climes and distant regions; trees and shrubs that would look back to their Germantown Alma Mater in reminiscent mood. Even from far off Australia would come such recollection of birth at Meehan's nursery. Trees in remote places where arboriculture is fostered would note that the seed from which they rose had been collected by Meehan's boys and carefully assembled and shipped by "Uncle Joe" Meehan, whose memory is still strong in the minds of readers of The Florists Exchange. Other plants would pay homage to the masterful skill of the late

"Uncle Ed" Meehan to whose deft grafting they owe their propagation.

Edward Meehan was but little known to the trade for for he had no aspirations as a writer, being content to plug away in the nursery, early and late. But as a propagator and a man who could tell one plant from another at any season of the year, he was one of the best informed practical men of his day. To him and his brother Joseph, did Thomas Meehan, owner of the nurseries, owe much of their success. Although they "hid their light under a bushel" they kept up the practical workings while their brother Thomas, assisted later by his three sons, sought and found a market for their products. With such able assistants in the nursery, Thomas Meehan, the authority, was free to give the world the benefit of his more scientific mind in the form of writings.

As a writer he is perhaps best known for his "Native Flowers and Ferns of the United States" or as editor for 30 years of the *Gardener's Monthly*, which was established 1859. In 1853 he wrote "The American Handbook of Ornamental Trees," dedicated to the memory of John Bartram, the patriarch of American arboriculture, which described about 300 plants with which he was personally familiar. From his youth, until death palsied his pen, on November 19, 1901, Thomas Meehan was a prolific writer, whose more popular articles did much to interest and educate plant buyers, while his more technical works along botanical lines appeal to scientific bodies.

With such a personnel directing the nursery's destinies, from 1854, when it was started, for nearly three score and ten years, one can readily appreciate the accumulation of rare specimen trees which were retained for propagating purposes. Others, less rare perhaps were spared the axe from time to time and allowed to grow up and dot the grounds, which are now to be developed by builders, whose progress as a phase of the city's growth could not well be arrested.

While it is consoling to know that companions of many of these doomed plants have found their way into distant permanent homes, it is distressing to plant lovers, especially to those who have been connected with Meehan's to feel that those that remained could not have been preserved to form an arboretum like that which Thomas Meehan as a councilman of Philadelphia was instrumental in making through the purchase of the old home and garden of John Bartram. Many builders would have arranged their grade with a view to preserving these old trees, but we understand that in this instance the entire 40 acres (part of the nursery having been sold several years ago) is to be regraded. Steam shovels are willing tools of man and no respecter of trees, regardless of rarity or size.

One of the first Japanese blood leaved Maples that Mr. Meehan imported, about 1876, is thus destined to go. We also see a large shapely Japanese Oak (*Quercus dentata*), spared for many years, now in jeopardy. Likewise, a large Japanese Elm (*Ulmus parvifolia*), a Japanese Hackberry (*Celtis sinensis*); the true corked barked Cedrela (*C. Amurensis*); a large Wisteria tree (*Pterostyrax hispidum*), a Sympholocos, a purple leaved Oak, a Pterocarya, a Redwood tree, a Japanese Pine (*Sciadopitys*), a large Paul's scarlet Hawthorn and many another

fine tree, all too large for commercial use, although they could be transplanted for anyone willing to pay the price.

Then there is an Englemann's Spruce (*Picea Englemanni*) whose parents were found by Thomas Meehan and Josiah Hoopes when in the Rocky Mountains years ago, they discovered a hitherto unexplored canyon. The needles of the parent plant, which Mr. Meehan named for his botanical friend, Dr. Englemann, were used for pillows by the campers, and twigs from the offspring tree, which now must go, were affectionately placed as a pillow for Thomas Meehan's eternal sleep.

But let us again assure the trade that this announcement does not record the passing of the name of Meehan from horticulture. Before the death of Thomas Meehan he was ably assisted by three sons, whom he took into partnership and who are now active and well known in this profession. The oldest, Thomas B., under whom the writer had the pleasure of making his debut into the nursery business, some 20 years ago, is engaged with his son, Albert F., under the name of Thomas B. Meehan Co., conducting a strictly wholesale business at Dresher, Pa., where they have over 200 acres of hardy trees and plants. The service of this firm is in no way curtailed by the sale of the original nursery site.

Another son, J. Franklin, will continue to conduct a landscape department, in which he has specialized for many years, at Mount Airy. S. Mendelson Meehan, who has retained the old firm name of Thomas Meehan & Sons, and who succeeded his father as editor of Meehan's Monthly, will continue to serve the retail trade, drawing on the stock of his brother at Dresher, Pa., and from other sources to be announced later.

And so, while the passing of the old Meehan's nursery will result in the attracting of up-to-date home seekers, it cannot erase from the memory of those who served on the Meehan staff the rare trees of the old stock ground; the seed beds; the packing shed, with its "puddle box" of clay; the seed spread out on trays to dry, after it had been washed from the pulp; the old Kudzu vine (*Dolichos japonicus*) which seemed to grow faster than the men could peg it down in "layers" to form new plants. Nor will there be forgotten the office beneath the old Silver Maples, beyond the large Weeping Elms, at the entrance, where the volume of business done seemed almost insurmountable during the Spring rushes, and where the weekly evening sessions of the Thomas Meehan Horticultural Society, composed of employees, was the scene of many a heated discussion of the whys and wherefores of horticultural practice.

SAMUEL NEWMAN BAXTER

*In the "Florists' Exchange."*

Editor National Nurseryman,  
Hatboro, Pa.

Dear Sir:

My attention has been called to a misleading statement from the United States Department of Agriculture regarding the growing of tulips in America. I quote the first paragraph of the press service circular from that department dated November 14, 1922:

"Most of the tulip bulbs used in this country are imported, but good tulips can be grown here at a profit.

Tulip bulbs are already being raised in commercial quantities by three or four companies in southern Michigan, by an association in the Willamette Valley of Oregon, by a company in northwestern California, another in the Norfolk region of Virginia and in a smaller way in a score of localities. The Department of Agriculture has been growing them successfully on Puget Sound in the State of Washington."

I wish to challenge the above statement, believing that the entire importing and wholesale trade of this country will bear me out in saying that no commercial quantities of merchantably graded tulip bulbs have yet been produced in America, and the very few little crops which have been grown are not sufficient to supply the autumn requirements of even one of the smallest jobbing bulb dealers in this country. The question at once arises, "Why are such misleading and untrue statements disseminated in the public press all over the country at taxpayers' expense?"

Yours truly,

J. C. VAUGHAN.

Concord, Ga., Nov. 25, 1922.

National Nurseryman,  
Flourtown, Pa.

Gentlemen:

Something new in Woman's Club work. A new precedent set for Woman's Club activities. Wonderful possibilities may come of the work just accomplished by the Women's Club of Concord, Ga. They decided the world would be better as well as more beautiful and fruitful, if we had more trees, so following some correspondence with Mr. J. A. Young in regard to his campaign to "Plan to Plant Another Tree," the ladies here made up their minds that more trees should be planted around every home in the town. And you know when the ladies make up their minds to do a thing, you may be sure they are going to succeed.

Well they succeeded and Arbor Day was celebrated in Concord, as never before. Much enthusiasm was manifested. The nurseries put on bargain sales for the occasion. Liberal hearted men offered to give trees to any one who felt unable to buy and pay for them. Land owners and house owners gave trees to tenants to plant, so that no one need be left out.

The results were wonderful. Trees were planted, as never before. Not only the homes have new trees planted around them and the streets more trees, but the church people and the school people decided that these public buildings also needed more trees. It is wonderful how unanimous it is and the ladies say there is not a home in Concord that has not had more trees planted as a result of this campaign.

There are thousands of Woman's Clubs in this country. Many of them can be interested in this new movement and what has been started in Concord, Ga., it is believed will spread from Cape Cod to the Golden Gate. It is a movement that will have the support of thinking men, everywhere.

Yours truly,

C. T. SMITH.

PEARS, Standard and Dwarf.

NORWAY and SUGAR MAPLE, Sizes 1½ to 2½ in.  
SUGAR MAPLE, 5 to 7 feet, once transplanted, for  
lining out.

EUROPEAN SYCAMORE—Several fine blocks.

PIN OAK and RED OAK—Sizes 6 to 12 feet.



### EVERGREENS

RETINOSPORA Picifera Aurea, Plumosa and  
Squarrosa. Sizes up to 6 feet.

NORWAY SPRUCE—Sizes up to 6 feet.

AMERICAN ARBOR VITAE—Fine block 5 to 7 ft.

*Good supply of many leading varieties of shrubs.*

**W. B. COLE**

**Painesville, - - - Ohio.**

## Own Root Field Grown Roses

**QUALITY and SIZE Right**

### Following Varieties

100 Wm. R. Smith	75 Jonkheer J. L. Mock
100 Helen Good	100 Red Letter Day
100 Rhea Reid	75 Radiance
100 Mrs. B. R. Cant	50 Mrs. Aaron Ward
800 Cl. American Beauty	900 Nova Zembla (White Conrad F. Meyer)
100 Pink Maman Cochet	150 Conrad F. Meyer
100 White Maman Cochet	800 General Jack
100 Gruss an Teplitz	250 Jubilee
700 Dr. W. Van Fleet	800 Magna Charta
50 Alex Hill Gray	100 Mad. Masson
75 Souv. de President Carnot	250 Anne de Diesbach
1000 Kaiserin A. Victoria	400 Fran Karl Druschki
	500 Dr. Huey

*Prices Quoted on Application*

\*\*\*\*\*

**THE GOOD & REESE COMPANY**

*The Largest Rose Growers in the World.*

**SPRINGFIELD, OHIO**

Dept. E.

## Princeton Products are Ornamental



Trees, Shrubs and Evergreens  
of high grade  
for the wholesale trade

**Princeton Nurseries**

Princeton in New Jersey

December, 1922

## NURSERY SPADES

**EXTRA LONG STRAPS**

and

**REINFORCED AT  
BEND OF HANDLE**

also where

**STRAP IS WELDED  
TO BLADE**

*Made in Either Square  
or Round Point*



**T. ROWLAND'S SONS, INC.**

**Cheltenham -:- Penna.**

## PLAN TO PLANT ANOTHER TREE

By J. A. YOUNG

*Before the Northern Illinois Horticultural Society, Sterling, Illinois, November 21, 1922*

America is a great nation. Not great in one endeavor, but in many, and diversified industries. The United States is the greatest in wealth of any nation in the world. We are a nation of money makers, of workers, schools, artists, writers and organizers.

The industrial life of America has no peer among the nations of the world. The funnels of smoke belching from the stacks all over our country, but indicate the activities of the thousands of busy workers in our factories engaged in producing the multitude of articles necessary for our own consumption, and carried to every part of our country by the thousands of miles of steam and electric roads; while the great ships bearing the American flag carry these American made articles to the four corners of the globe.

America believes in education. Since the day that the first public school bell was rung on the rock-bound coast of Maine, we have been making progress in education. Until today, from the little red school house in our rural district, up to our great universities, there is an ever increasing stream of student life, each trying to excel himself in those things that go to make a better brain power for a nation. We are not stingy about our expenditures in educational endeavors. We realize that the better education equips our American citizenship for better service to home and country.

The old world has produced some great artists. America has discovered and brought to light thousands of artists who are producing pictures of beauty and value, to decorate our homes and embellish our galleries. So much is this true that even now, in most every town there is some sort of an art club whose purpose it is to encourage the production of rare and more valuable paintings.

In literature America has produced great writers of both prose and poetry. Irving, Emerson, Roosevelt, Longfellow, Whittier, James Whitecomb Riley and others equally as famous have only to be mentioned to prove to any right thinking man that America is not lacking in great essayists or song writers.

Force of circumstances compelled men to organize themselves into groups for the conduct of business. Whether we like it or not, our great organizers who formed commercial trusts, have brought about in this country a program of organization. This is true, not only in our factories, but in our wholesale and retail establishments. We have come to believe that a business not organized cannot successfully compete in our great business world. We are not only organized in business, but socially as well. Our clubs, churches, fraternities and other social organizations are as much a part of our American life, as is the home.

We are great in agriculture. No nation stands higher. Our American farmer is the best farmer in the world.

He does his work better and easier, he is better educated than the tillers of the soil in other countries, and has a better home life than most of his city neighbors. He may not make as much money as the banker who carries his paper but he has less worry and lives happier and longer because he keeps closer to Nature.

All these indicate the strength and power of a Nation. But there is one industry to which I call your attention and to which I believe to be the greatest industry in America. Horticulture is less advertised, less talked about and less known about it, than any other industry. It is my belief that combined horticulture has more capital, more workers, and does annually a greater business than any other one endeavor in America.

When I speak of horticulture, I do not expect to separate commercial horticulture from the amateur. Amateur horticulture is the great body of American planters, the farm owner, and the property owner in our cities. Some one has tried to make us believe that an amateur is a plant hobbyist. This is not true. Every man who plants a tree, a shrub, or a flower is an amateur. He may be a plant hobbyist.

I repeat, we cannot separate commercial horticulture from any other division of horticulture. The florists, nurserymen, seedsmen, landscape gardeners and tree dealers combined with the hundreds of thousands of tree, shrubs and flower planters, make up our American horticultural army, and without any division or cliques.

Commercial horticulture consists of:

- 25,000 Florists
- 8,000 Seedsmen
- 4,000 Nurserymen
- 2,500 Landscape Gardeners
- 10,000 Tree Dealers.

The combined wealth of these firms is, we believe, greater than the invested capital of any other commercial industry. This does not take into consideration the thousands of orchardists or fruit growers whose invested capital in land, trees and equipment exceed the commercial organizations listed above.

The help employed in all these industries, including the orchardists or commercial fruit growers will, we believe, far exceed the help employed by all the railroads combined, the steel trust, the Standard Oil company or any other industry, unless it may be, in the manufacture of automobiles and trucks.

"Plan to Plant Another Tree" is organized for the purpose of creating an interest in the planting of more trees and the care of trees after planting, and to encourage public spirited citizens, civic clubs, farm bureaus, farmers' clubs, to make each community a better place in which to live.

Commercial horticulture and (commercial fruit growers are a part of commercial horticulture) cannot do this alone. It requires the combined efforts of all horticulture, which includes the planter, to create in America a tree planting habit. America is less active and less interested in this great combined industry, than she is in most any other of her activities. Who is to blame for this? The nurserymen, florists, seedsmen, landscape gardeners and tree dealers have failed in their part, for lack of organization and co-operation.



*We are offering our Thirty-Third consecutive crop of*

## APPLE SEEDLINGS

**T**HESE seedlings receive our personal attention from the preparation of the seed until stock is packed for shipment.

They are thoroughly cultivated and sprayed and are absolutely free from disease.

*We guarantee satisfaction*

---

**J. H. SKINNER & CO.**  
**TOPEKA, KANSAS**

In order to create a tree planting habit, it is essential that horticulture be advertised. The potential advertising strength of the industries listed above is, we believe, between two and three million dollars per annum. Less than one-fourth of this, even \$100,000.00 to \$150,000.00 if properly used in national magazines and the daily papers, will awaken an interest in tree planting, and will stimulate a tree planting habit in all parts of America.

The advertising, however, will not produce the best results without the co-operation and support of Chambers of Commerce, Civic Clubs, including the women's clubs, farm bureaus and farmers' clubs. These organizations all are working to make their community a better place in which to live. This sort of an activity appeals to them—it is just what they want to do. Hundreds of such clubs are already working with "Plan to Plant Another Tree."

Should there be any doubt about the need for such an organization all one has to do is to consult competent authority. "Plan to Plant Another Tree" teaches how to take care of trees, shrubs and flowers after they are planted. Thousands of dollars are spent annually for trees and other plant material, and wasted because of a lack of knowledge of how to plant and care after planting. Professor L. H. Bailey says that but three per cent. of the fruit trees planted in America ever come to a bearing age. The statistics recently gathered from the State of Missouri indicated that in the last decade 64 per cent. of the apple trees of that state have been lost. This is true of most of the states in the Union, although perhaps in not so large a percentage. The United States Government census says that 53,000 acres of small fruits have disappeared in the last ten years, principally strawberries. Forestry experts tell us that unless more forest trees are planted that within twenty-five years, America will feel the pinch of much higher prices and curtailment of the use of lumber. These are serious truths.

What does this mean? It means that commercial horticultural societies such as yours are failing to do their duty. You are drawing a certain amount of the taxpayers' money annually to help sustain your organization. What are you doing to increase plantings and to teach the people of this state how to care for the materials which they plant. It is a crime against horticulture that this should continue and I challenge you now to put yourself on record during the coming year to arouse the sleeping giant of horticulture and unite with every organized effort to make America not only the garden of the world, but the greatest fruit producing nation on earth.

You say this will hurt my business as an orchardist. I tell you No—Awake! There are 110,000,000 people in America and each person ought to normally consume three bushels of apples per year, with a corresponding amount of other fruits at the proper season. They are not doing this and why? Because you men who produce the fruits in your commercial orchards have not gotten together and taught our American people how to eat fruit. A few thousand dollars per year put into national advertising, a few letters written to interested organizations will cause the people of this country to use ten

times as much fruit as they are now using. This is not a question of "Let George Do It"—it is up to each individual member to see that some sort of an organization is made in order to encourage the consumption of more fruit. The fruit grower may benefit but the greatest benefit will come in health and happiness to those who consume the fruit, which you are so anxious to sell. Should the right kind of a program be carried out, it will take hundreds of thousands of new trees to supply the demand.

Do not forget either, that when folks begin to plant fruit trees and to think about the beauty produced with shrubs and flowers, that they will naturally be more interested in the work which you are doing and it will be all the easier to cause them to consume more of your products. You can see then how "Plan to Plant Another Tree" is helping your cause.

"Plan to Plant Another Tree" has had a phenomenal growth. It began in a small way and was organized to teach the people of the state of Illinois how to take care of their trees after planting. It has now spread to practically every state in the Union. It is financed by memberships of from \$3.00 per year to as much as one feels that he can afford. We recently put on a Tree Planting Week, which was a marked success in many states of the Union. At the present time some of the Southern states are working under "Plan to Plant Another Tree" to put on a Tree Planting Week in December, and Southern California will carry out the same program in January. All over the country there is great interest in this movement. Horticulture realizes, state officials, clubs, municipalities and citizens generally know that this sort of an endeavor will create a tree planting habit among the people of our nation, and that the future of American horticulture will compete with all the nations of the world, because American plants and trees made by Americans and sold to Americans, will adorn and glorify our American gardens and orchards, and the Star Spangled Banner will proudly wave over the garden of the world.

#### HIGH HONORS FOR A NURSERYMAN

Harry S. Day, of the Fremont Nurseries, Fremont, Ohio, has been elected State Treasurer of Ohio. His vote in his home city and county was larger than any candidate on either ticket. His vote in the state was also the largest of any candidate.

He has made such a wonderful record as a vote getter his name has already been mentioned for governor.

We congratulate Mr. Day and the American Association of Nurserymen and the trade at large has reason to feel proud of such honor being conferred on one of the craft.

Wish to compliment you upon your editorial, "Join the American Association of Nurserymen," or whoever is responsible for it, in November issue. This is a matter which we all can agree on, the benefits from which are beyond question.

Sincerely,

L. E. MANNING.

Nursery Editor, "The Florists' Exchange."

520 Acres

True to Name Plants

## FOR THE BEST STRAWBERRY PLANTS

SEND TOWNSEND'S  
YOUR ORDER

*Ask for Price List. We Can Save You Money.*

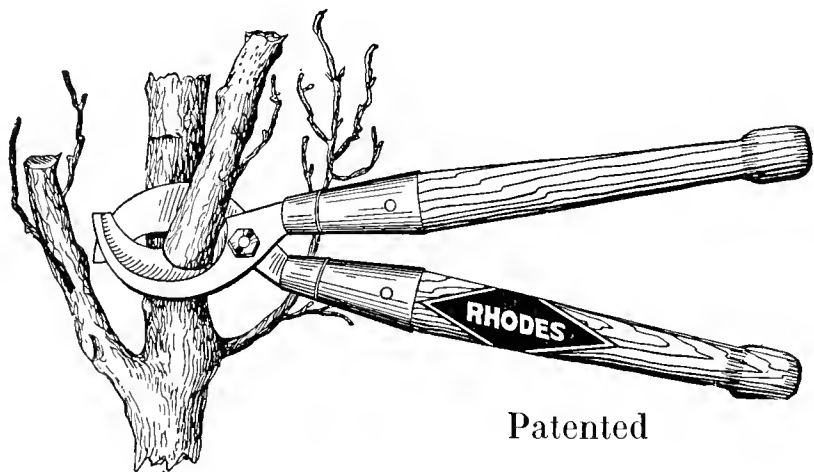
**E. W. TOWNSEND & SONS**  
WHOLESALE NURSERY

Salisbury

Maryland

## RHODES DOUBLE CUT PRUNING SHEARS

In Use Throughout the World



Patented

The finest cutting and best made pruner on the market and the only one that cuts from both sides of the limb and does not bruise the bark. Made in all styles and sizes.

They are advertised in all the leading journals throughout the country and will prove a profitable line for you to handle. All goods delivered.

Send for circular and trade discounts.

**Rhodes Mfg. Co.,** 324 S. Division Avenue,  
Grand Rapids, Mich.

## L. R. TAYLOR & SONS

TOPEKA - - - KANSAS

*We Are Writing This Adv. on  
NOVEMBER 23rd*

We Are Digging Our  
APPLE SEEDLINGS NOW  
Try Our  
Late Dug, Well Matured  
Seedlings—They Give  
Results

### Norway and Sugar Maples

10,000 to select from. Stock was transplanted three years ago. Has a nice root system and is good, clean, healthy stock. Sizes; 8 to 10 ft., 10 to 12 ft., and 12 to 14 ft.

Also

### Japanese Iris

In quantity, in the following varieties:

#### Dara-Dogu

Reddish-pink, with orange blotches.

#### Koki-No-Iro

Purple, with yellow throat and blue edge at throat, radiating white lines

#### Kuma-Funjin

A very rich purple, one of the best.

#### Sofu-No-Koi

Blotches and speckled blue and white, yellow throat, stamens tipped blue

#### Taiheiraku

Rich bronzy purple, with conspicuous yellow blotches tipped white; stamens lavender.

**Scott Brothers, Elmsford Nurseries**  
ELMSFORD, NEW YORK

## TO NURSERYMAN

SUBJECT: IDEAS, OPPORTUNITIES, AIMS

Walter F. Webb, Rochester, N. Y., says, "Why not urge every firm sending out trade lists to devote a paragraph in every list sent out, urging all nurserymen to become members of the Association," and sends along this uniform appeal:

### THE AMERICAN ASSOCIATION OF NURSERYMEN?

We are members and are anxious to see every live square nurseryman in the fold. The cost is small and the benefits large. The legislative committee is doing a good work for you, and the Association is doing everything possible to stamp out unethical practices. Write Chas. Sizemore, Louisiana, Mo., and he will send you blanks, or when you send us that good order, tell us you would like to join, and we will write him for you.

I take this method of asking all who think well of this good idea to use this method of assisting the executive committee in getting 500 by May.

A customer called a few days ago and wanted 500 Wilson's Red June, a variety not generally listed. In looking over numerous trade lists, I only found one concern who quoted same. He lived in a distant state, but at the bottom of the sheet a rubber stamp said, "Member of the A. A. of N." That concern will likely get an order. In the same mail was a letter from a nurseryman asking for information concerning a firm, not members, who had surplus stock for sale. The little rubber stamp outlined more clearly than I can the opportunities, and openings for more members to join. The A. A. of N. is a Dunn & Bradstreet's report and there are men in every state who should be urged to contribute to the association.

Now a word to both members and non-members. My company is known to the trade as retail, in distributing nursery stock. Having what we thought a surplus in peach we sold to the trade, also to the consumers at a slight advance over wholesale prices during the past summer and on finishing our agency business, find we are oversold and will necessarily lose money in filling our orders. This is a concrete example of why we should get all the best concerns into the association and work out some scheme for the proper distribution of nursery stock. While our products are perishable, there is no reason why we can't do as most other manufacturers or producers, who do not act as distributors of their goods, consequently the wholesale price is very distinct from the price to the consumer.

There are lots of other things to think over but lest you forget tell your neighbor our Ideas, Opportunities, Aims.

PAUL C. LINDLEY, *President.*



## HILL'S EVERGREENS FOR LINING OUT

Now booking for Fall 1922 and Spring 1923 delivery on choice lining out Evergreens as follows:

	Inch		Inch
Douglas Fir	x 8-10	Norway Spruce	o 6-8
Hemlock	x 8-10	" "	x 8-10
"	xx 12-18	" "	xx 12-18
Chinese Arbor Vitae	o 6-8	" "	xx 18-24
"	x 8-10	Colorado Blue Spruce	x 6-8
Juniperus Canadensis	o 6-8	" "	xx 8-10
"	xx 12-18	Austrian Pine	x 8-10
Juniperus Canadensis		" "	xx 12-18
Aurea	x 6-8	Jack Pine	o 10-12
Juniperus Pfitzeriana	x 8-10	Swiss Stone Pine	x 6-8
"	x 10-12	Dwarf Mountain Pine	x 6-8
Juniperus Procumbens	x 6-8	" "	xx 8-10
Juniperus Stricta	x 8-10	Ponderosa Pine	x 8-10
Juniperus Communis	o 6-8	" "	xx 10-12
Juniperus Sabina	x 6-8	White Pine	xx 10-12
Junip. Horizontalis	xx 10-12	" "	xx 12-18
Junip. Tamariscifolia	x 6-8	Scotch Pine	xx 12-18
Juniperus Scopulorum	o 6-8	Retin. Filifera Aurea	x 8-10
"	xx 10-12	Taxus Cuspid.	
Juniperus Virginiana	x 6-8	Brevifolia	x 6-8
"	xx 10-12	American Arbor Vitae	xx 10-12
"	xx 12-18	Compacta Arbor Vitae	x 6-8
"	xx 18-24	Pyramidal Arbor Vitae	x 6-8
Juniperus Counarti	xx 12-18	Rosenthals Arbor	
Juniperus Glauca	xx 12-18	Vitae	x 6-8
Juniperus Schotti	xx 12-18	White Tipped Arbor	
Pachysandra Term.	x 4-6	Vitae	x 6-8
White Spruce	x 8-10	Siberian Arbor Vitae	x 6-8
"	xx 12-18	Woodward's Globe Arbor	
Black Hill Spruce	x 6-8	Vitae	x 6-8

Each x indicates one transplanting.

o—Indicates never transplanted. Suitable for bedding out.

Send for catalog, prices and samples. Let us quote on your want list.

### THE D. HILL NURSERY CO.

Evergreen Specialists—Largest Growers in America

Box 401

Dundee, Ill.

## SPECIALIZING IN

ENGLISH WALNUTS

FRANQUETTE WALNUTS

CHERRIES

CAROLINA POPLARS

LOMBARDY POPLARS

BLACK LOCUST

CLIMBING ROSES

Car lots will be distributed from Eastern and other reshipping points this Fall, Winter and next Spring. Write for prices on your requirements.

## OREGON NURSERY CO.

ORENCO, OREGON

# RAFFIA

Dependable Brands

RED STAR XX SUPERIOR  
AA WEST COAST ARROW

Bale Lots or Less

## LILY BULBS

AURATUM RUBRUM  
MAGNIFICUM GIGANTEUM

All Hardy Varieties in Case Lots, 8-9", 200 per Case; 9-11", 150 Per Case

## BAMBOO CANES

NATURAL, 5-9 ft. Japanese or Domestic  
DYED GREEN in 18" to 4 ft. sizes

Bale Lots Only

FRENCH FRUIT and ROSE STOCKS  
PALM SEEDS

ROSA MULTIFLORA JAPONICA SEEDS

Write for Prices, Specifically Stating Your Requirements

## McHUTCHISON & CO.

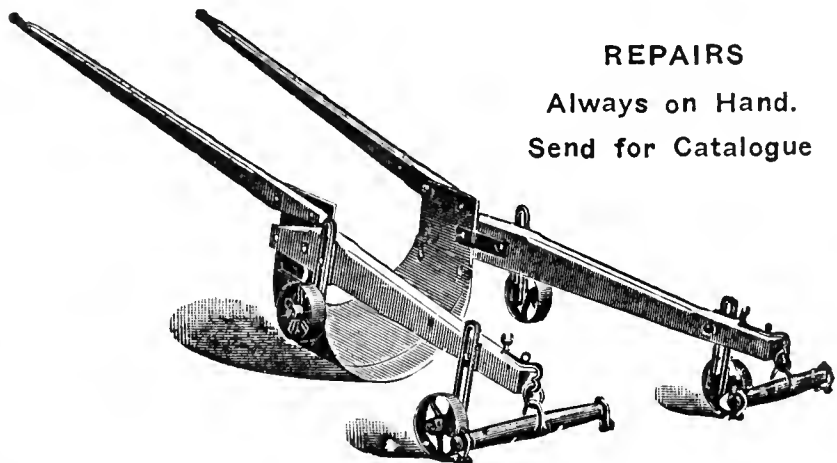
95 Chambers Street

New York City

1857

1922

## BRAGG'S COMMON SENSE TREE DIGGER



REPAIRS  
Always on Hand.  
Send for Catalogue

Digger gets All the Roots at the rate of Twenty to Forty Thousand trees per day, and only needs same power as plow

## L. G. BRAGG & CO.

KALAMAZOO, MICH.

## APPLE INJURIES IDENTIFIED

### *An Aid in Grading the Fruit*

Entomologists at the Experiment Station at Geneva have prepared a rather simple guide for identifying the causes of different defects appearing on mature apples at picking time. This guide has proved of much value to fruit growers and inspectors, particularly where fruit is being graded under the New York apple grading law. It is useful also in revealing defects in his spraying practices by showing to the orchardist which insects are not under adequate control in his orchard. With this information, the spray practice can be so modified as to insure more efficient control and consequently higher grade fruit.

The guide also describes injuries other than those produced by insects, such as spray deposits, hail and frost injury, sunburn, scab, etc. A routine system of spraying is described which has proved most effective in controlling the insect pests and diseases that figure most prominently in the malformation of mature apples.

## IMPORTED PLANTS MAY BE FREED FROM EARTH BY OTHER MEANS THAN WASHING

Secretary of Agriculture Wallace has approved an amendment to regulation 7 of the regulations under Quarantine 37, providing for the freeing of imported plants from sand, soil, or earth by "washing or other means." The requirement hitherto has been that such plants shall be thoroughly freed from earth by washing. The condition of freedom from sand, soil, or earth is, however, to be strictly maintained. The amended regulation will shortly be distributed to importers and others in interest.

This action was taken as a result of an informal conference of the Federal Horticultural Board October 3, with the advisory committee of the American Association of Nurserymen. It was represented by the conferees that the washing of the roots, particularly of certain classes of plants, as performed abroad, was a source of injury to importations and of considerable losses. Many instances of such injury were presented. On the other hand, it was brought out that this injury was due not to the fact of washing, but more often to the method of washing and more particularly to the subsequent methods of packing and shipping. It was shown that such washing had been done in the case of certain countries without any injury whatever to classes of plants which were supposed to be most susceptible to such injury. Nevertheless, the importers were convinced that it would be more practicable to permit the removal of earth by shaking or other means where such removal could be thus effectively accomplished. As a result of a full discussion of this subject the Board agreed to the modification of the regulations now authorized.

This is a return substantially to the original requirement under Plant Quarantine 37 with respect to imported plants. The specific requirement of washing was a later one necessitated by the continuing increase of earth with plant importations and the difficulty of setting up a definite standard of cleanliness which would be perfectly clear to the foreign shipper and determinable by the in-

spector of the United States Department of Agriculture.

Hereafter all importations must as hitherto be freed from sand, soil, or earth by washing or other means. In other words, the condition of freedom from sand, soil or earth is to be strictly maintained. Any importations not so cleaned will be refused entry. The advisory committee of the American Association of Nurserymen has given hearty agreement to this action. The membership of this committee includes J. W. Hill, Chairman, of Des Moines, Iowa; Paul C. Lindley, Ex Officio, President of the American Association of Nurserymen, Pomona, N. C.; C. H. Perkins, Newark, N. Y.; Harlan P. Kelsey, Salem, Mass.; and M. R. Cashman, Owatonna, Minn., all of whom were present except Mr. Cashman.

## PRESERVING STABLE MANURE

*Bulletin No. 494 of the New York Agricultural Experiment Station, Part II records. A study of certain preservatives and their effect on the fertilizing value of manure, by R. C. Collison and H. J. Conn, of which the following summary is given:*

In this paper are reported the results of laboratory and greenhouse investigations concerning the nitrogen transformations occurring in horse manure and methods of preventing nitrogen loss during such changes. Both small portions of manure kept under laboratory conditions and composts large enough to be used in vegetation work were employed.

The laboratory work indicated that acid phosphate, peat and gypsum may prevent the loss of ammonia from manure, altho in the case of gypsum this saving was apparently balanced by a decided loss of elementary nitrogen. The ammonia loss was prevented in one or more by three ways, viz., by chemical action, by physical absorption, or by changing the kinds of organisms living in the manure.

Since varying the conditions of experimentation altered greatly the fate of the nitrogen in manure, it was concluded that laboratory work alone, either with unsterilized or with artificially inoculated manure, could not solve the problem of manure preservation or give conclusive information concerning the nitrogen changes under practical conditions.

The laboratory experiments were therefore supplemented by more practical ones with composts of larger size containing the manure and preserving agents, and vegetation work was conducted as an indicator of the relative amounts and availability of the nitrogen left after composting. In these experiments acid phosphate and peat proved to be very efficient preservatives of manure, preventing undesirable nitrogen changes. Gypsum did not prove as effective in this respect and rock phosphate was still less so.

The plant cultures having the composts as the sole source of nitrogen varied in the oven-dry weight of their tops in direct proportion to the amount and availability of the nitrogen in the composts.

The organic nitrogen left in the composts seemed to be more readily available in the manure with which acid phosphate and peat had been composted.

Wheat straw appeared to be very detrimental to the

Rosa rugosa rubra and alba, strong, 2 yr. old plants and very strong 1 yr. old.  
 Rosa multiflora japonica 2-4 and 4-6 m. m.  
 Cuttings of the Bastard Rosa rugosa for budding and for growing rose stems.  
 Treerose and Half Standard Roses in excellent varieties.  
 Populus volga, a cancer-free poplar, resembling the Lombardy.

*Ask for Samples and Prices*

**Koster & Co.**

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**Bridgeton, N. J.**

## EVERGREENS

## ROSES

Biotas, Aurea Nana, Texana Glauca,  
 Baker's, Chinese  
 Cedars, Junipers, Cypress  
 Shade Trees, Shrubs, Roses

Send for Wholesale Price List.

**BAKER BROS. CO., Ft. Worth, Texas**

**W. T. HOOD & CO.**

**OLD DOMINION NURSERIES  
 RICHMOND :: VIRGINIA**

We offer the following HIGH GRADE stock for Fall 1922 and Spring 1923:

**Standard Pear** 1 and 2 year—extra fine.

**Apple 2 Year** 11/16th and up.

(Delicious Staymans and Wine Sap)

**Peach** good selection of varieties.

**Cherry** 1 year, Sours and Sweets—very fine.

**Amoor River Privet** (South) 1 and 2 year, 18/24, 24/30 and ¾ ft., very fine.

**California Privet** one year, 12/18, 18/24 and 2/3 ft.  
 Send us your list for quotations.

## FOREST TREE SEEDLINGS AND SHRUBS

We are growing and offer for sale fall 1922, and spring 1923 Forest Tree Seedlings and Shrubs, and Lining out stock, such as Bethula Nigra, Catalpa Speciosa, Cornus Florida. Elm, Poplar, Locust, Walnut.

SHRUBS, such as Altheas in varieties, Barberry Thunbergii seedlings, Calycanthus, Deutzias, Loniceras, California Privet, Amoor River North Privet, Amoor River South Privet, Spirea Van Houttii. Write for quotations.

## FOREST NURSERY COMPANY

Boyd Brothers,

McMINNVILLE, TENN.

## "BEDFORD GROWN"

Muhgo Pines, 12-18 in.; Thuya's Globosa, 10 in. across; Hoveyi, 12-18 in.; Tom Thumb, 12-18 in.; Pyramidalis, 2-2½ ft.; Vervaeneana, 18 in., and Sibirica, 18 in.

Red Cedars, 18-30 in.; Hemlocks, 2½ ft.; Bush Box, 6-8 in.; American Arborvitae, 2-3 ft.

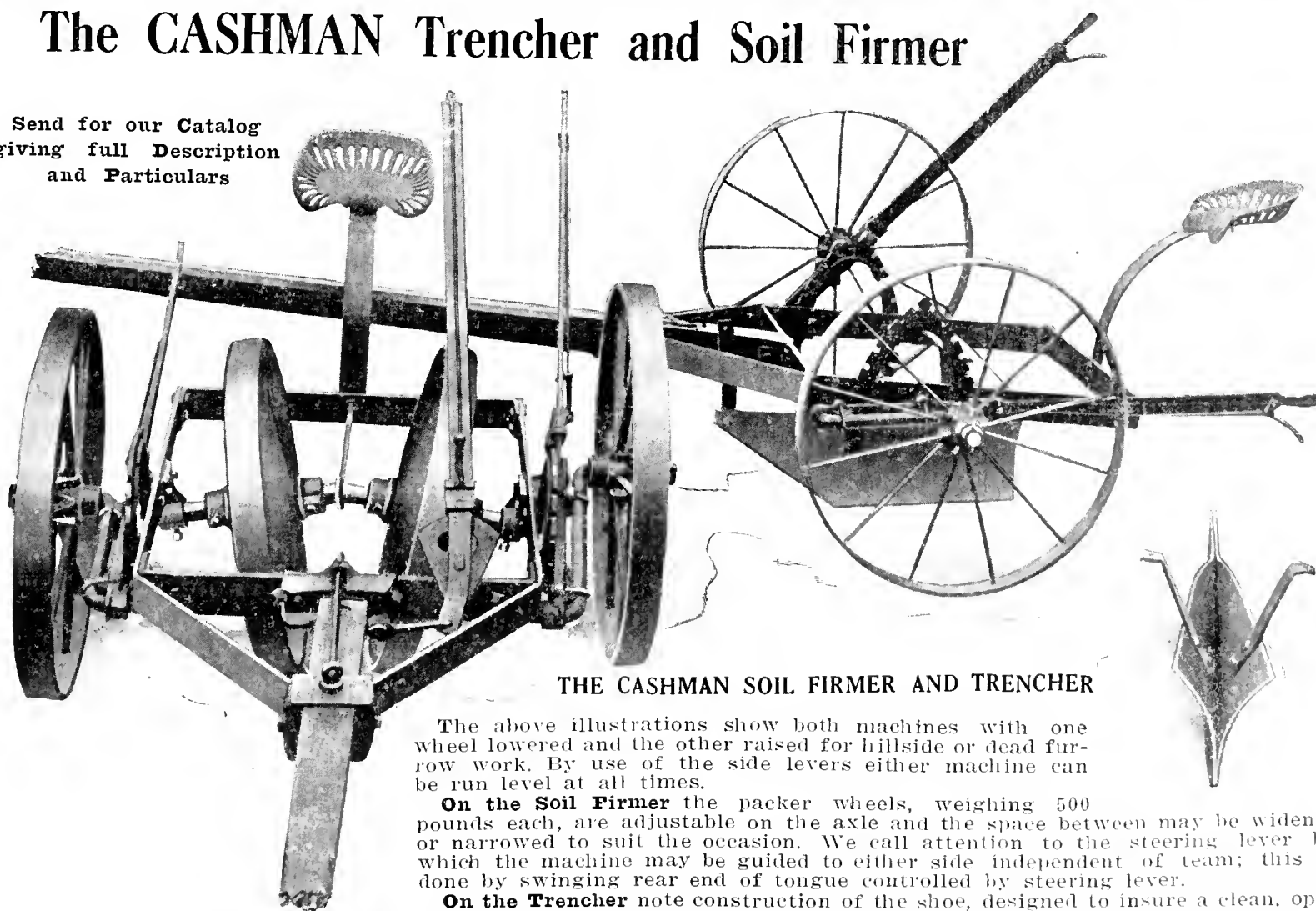
No better stock ever offered

Send for special price list covering also young potted evergreens for bedding out in early spring.

**THE NEW ENGLAND NURSERIES, BEDFORD MASS.**

## The CASHMAN Trencher and Soil Firmer

Send for our Catalog  
 giving full Description  
 and Particulars



THE CASHMAN SOIL FIRMER AND TRENCHER

The above illustrations show both machines with one wheel lowered and the other raised for hillside or dead furrow work. By use of the side levers either machine can be run level at all times.

**On the Soil Firmer** the packer wheels, weighing 500 pounds each, are adjustable on the axle and the space between may be widened or narrowed to suit the occasion. We call attention to the steering lever by which the machine may be guided to either side independent of team; this is done by swinging rear end of tongue controlled by steering lever.

**On the Trencher** note construction of the shoe, designed to insure a clean, open trench from eight to twelve inches in depth. This shoe has proven to be a success in all kinds of soil.

Manufactured only by **CLINTON FALLS NURSERY COMPANY, Owatonna, Minnesota**

When writing to Advertisers please mention the National Nurseryman.



growth of barley and rape. This problem is being investigated further.

It seems safe from the results of this work to recommend acid phosphate and peat as efficient preservatives of horse manure.

### VISITING

When a young man is learning the nursery business even those to the age of fifty or more there is no more fruitful source of education than visiting other nurseries. It matters not whether they are larger or smaller than his own or less or more efficient in the methods of growing. It would hardly be possible for him to come away without receiving a suggestion or absorbing knowledge that is valuable.

In addition to this it brings men in the trade closer in touch with each other. The writer has visited many hundreds of nurseries and gardens in his time and yet cannot recall one instance where he was unhospitably received even though a complete stranger without apparent reason for calling other than an interest in plants. Among those who grow plants there seems to be a free masonry that opens up a free exchange of information on their common interests.

Nurseries are often few and far between, unfortunately, but usually it is money and time well spent in talking to others and seeing what they are doing in the same line of business and it is especially helpful and encouraging to the young man who is learning the business.

Employers should encourage such exchange of visits among their men in every way possible.

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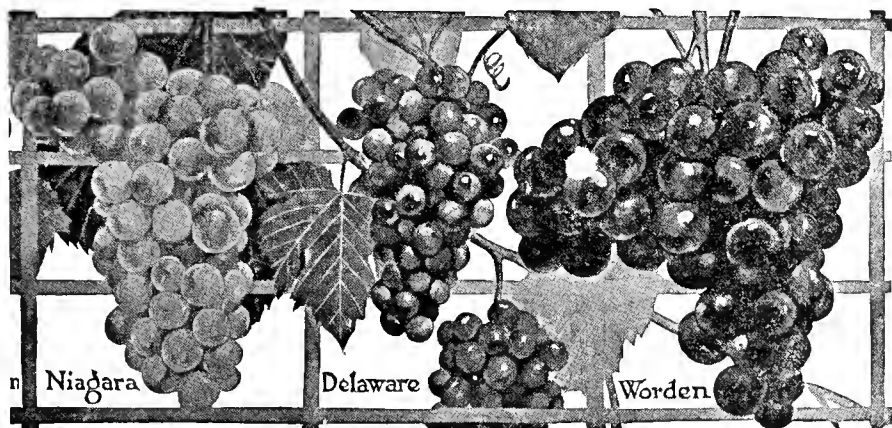
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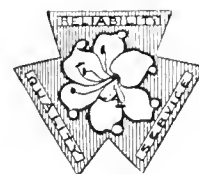
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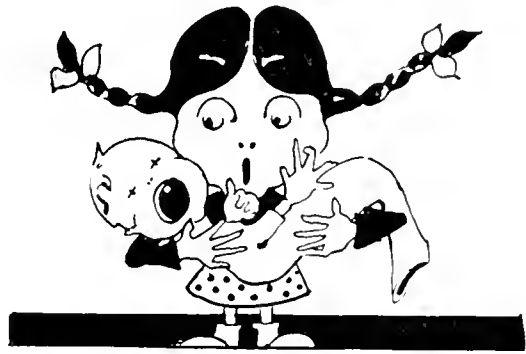
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5000 Moore's Ely	
30000 Niagara	
2 Year No. 2—Same varieties	
1 Year No. 2—Same varieties	

#### BLACKBERRIES

6000 Blower	
10000 Early Harvest	
8000 Eldorado	
2000 Iceberg	
4000 Lawton	
6000 Mersereau	

#### RASPBERRIES

5000 Ranere (St. Regis) (Red)	
2000 Loudon (Red)	

#### Boxwood-B sempervirens

12 to 18 in.	24 to 30 in.
18 to 24 "	30 to 36 "

#### California Privet

12 to 18 in.	2 to 3 ft.
18 to 24 "	

#### EVERGREENS

Arborvitae, American	
6 to 7 ft.	8 to 10 ft.
7 to 8 "	10 to 12 "
Arborvitae, Chinese	
5 to 6 ft.	7 to 8 ft.
6 to 7 "	8 to 10 "
Cedar, Blue Virginia	
7 to 8 ft.	
Cedar, Red	
7 to 8 ft.	10 to 12 ft.
8 to 10 "	
Retinaspora, Golden Pea Fruited	
7 to 8 ft.	8 to 10 ft.
Retinaspora, Japanese Pea Fruited	
6 to 7 ft.	8 to 10 ft.
7 to 8 "	
Retinaspora, Japanese Plume-like	
5 to 6 ft.	7 to 8 ft.
6 to 7 "	
Fir, Cephalonian	
5 to 6 ft.	7 to 8 ft.
6 to 7 "	8 to 10 "
Hemlock, Canadian	
3 to 4 ft.	6 to 7 ft.
4 to 5 "	7 to 8 "
5 to 6 "	8 to 10 "
Juniper, Schott's	
7 to 8 ft.	
Pine, Austrian	
4 to 5 ft.	6 to 7 ft.
5 to 6 "	
Pine, Scotch	
4 to 5 ft.	6 to 7 ft.
5 to 6 "	
Pine, White	
4 to 5 ft.	6 to 7 ft.
5 to 6 "	
Retinaspora, Veitch's Japanese	
7 to 8 ft.	8 to 10 ft.
Spruce, Douglas	
3 to 4 ft.	5 to 6 ft.
4 to 5 "	
Spruce, Norway	
2 to 3 ft.	8 to 10 "
3 to 4 "	10 to 12 "
4 to 5 "	
5 to 6 "	
6 to 7 "	
7 to 8 "	
Spruce, Oriental	
4 to 5 "	
5 to 6 "	
6 to 7 "	

#### FLOWERING SHRUBS

All Shrubs, extra heavy clumps	
Coral Berry	
Carolina Allspice	
Deutzia, Double White	
Deutzia, Pride of Rochester	
Golden Bell (assorted)	
Mock Orange, Common	
Spirea Van Houttei	
Sweet Scented Shrub	



#### SHADE TREES

Elm, American	
6 to 7 ft.	
7 to 8 "	
8 to 10 "	
10 to 12 "	
12 to 14 "	
Linden, American	
14 to 16 ft.	
Linden, European	
6 to 7 ft.	
7 to 8 "	

#### Locust Honey

10 to 12 ft.	12 to 14 ft.
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#### Maple, Ash-leaf

6 to 7 ft.	8 to 10 ft.
7 to 8 "	10 to 12 "

#### Oak, Pin

5 to 6 ft.	7 to 8 ft.
6 to 7 "	8 to 10 "
	10 to 12 "

#### Plane, Oriental

8 to 10 ft.	1¼ in.
10 to 12 "	1½ "
12 to 14 "	1¾ "
14 to 16 "	2 "
	2½ "
	3 "
	4 "

#### Poplar, Carolina

6 to 7 ft.	7 to 8 ft.
	8 to 10 ft.

#### Poplar, Lombardy

7 to 8 ft.	12 to 14 ft.
8 to 10 "	14 to 16 "
10 to 12 "	

#### Maple, Norway

12 to 14 ft.	1¾-2 in.
14 to 16 "	2 -2½ "
	2½-3 "
	3 -3½ "
	3½-4 "
	4 in.

#### Maple, Silver

6 to 7 ft.	10 to 12 ft.
7 to 8 "	12 to 14 "
8 to 10 "	14 to 16 "

#### Poplar, Tulip

10 to 12 ft.	12 to 14 ft.
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#### Walnut, Black

5 to 6 ft.	6 to 7 ft.
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# HARRISONS' NURSERIES

J. G. HARRISON & SONS, Proprietors

Berlin,

Maryland









